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The Software Writer's Market- place

Here are hundreds of
companies that want to
buy your software — plus all
you need to know, from first contact
to protecting your package and closing
the deal

BY DENNIS JOYCE AND JOHN EARL PICKERING, M.D.

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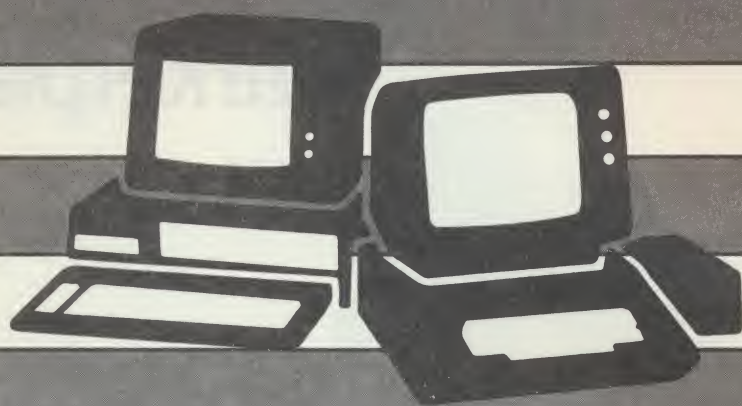


The Software Writer's Marketplace

The Software
Marketplace

The Ultimate Guide
and How to Find It

By [illegible]
[illegible]



The Software

Writer's Marketplace

by Dennis Joyce
and John Earl Pickering, M.D.

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To the Staff of Schick Hospital, Fort Worth, Texas:
healers, teachers, and friends.

—D.J.

To the memory of my father,
John Pickering, M.D.

—J.E.P.

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Introduction

by John Earl Pickering, M.D.

Most likely you first bought a computer when you realized how it—and its available software—could help you organize and perform everyday chores. As you've already discovered, personal computers are like valets that can add extra hours of free time to our days and weeks. They can balance our checkbooks, regulate the temperature in our homes, brew our coffee in the morning, remind us of important appointments and anniversaries, and even perform as challenging chess opponents.

Then you probably learned BASIC and started to write your own instructions for the computer: simple subroutines and short graphics screens at first, mastering subtleties as you learned how to exploit your hardware's capabilities to satisfy your own needs and creativity.

Chances are, too, that you outgrew your original computer system and traded up, learning new languages and procedures. This is what led to our own almost-accidental entry into free-lance programming.

When I became a department head, one of my first headaches was the chronic backlog of paperwork, particularly in workload reporting. Both I and my bosses require fast and accurate workload reports so that time-critical tasks can be scheduled and completed as needed.

About the time I got my first Apple, I realized that a central processing unit (CPU) with a terminal at each work station would allow colleagues to streamline paperwork by just typing information on the screen, which displays the appropriate blank "form," and then entering it into the CPU, which assigns it a number and files it correctly.

Once the information is on the disk, the CPU does all the organizing, analyzing, report-compilation and typing—all the non-thinking drudgery that used to mean costly mistakes and wasted hours. The happy result: We now spend our time completing the work, rather than the paperwork. Efficiency is way up, costs are way down—and the boss can actually leave at five o'clock some Fridays!

A few months after the software was in place and working well, I was infuriating Dennis by telling him all about it for the eighty-seventh time. "Listen," he said curtly, "If it's so damned good, why don't you sell it?"

"I don't know anything about that," was my sparkling reply. "Why don't *you* sell it?"

"Okay," he replied. "Show me what it does and how it does it."

Our first step was essentially what you will read in the chapter on writing users' instructions. After two or three such go-rounds, Dennis prepared the users' instructions, I made a few minor changes and additions to the software, and we were ready to go.

I knew that the American Society of Clinical Pathologists (ASCP) was marketing software, so we contacted them, and they expressed an interest. Along came their guidelines; back went our package, and soon we received a list of changes that they wanted and a contract for exclusive marketing rights with 20% royalties on the retail price.

For several reasons, we declined to sign. First, we didn't believe that their marketing efforts were aggressive enough. Second, we began to realize that merely by changing terminology, our package could be adapted and used by any number of different industries. We didn't want to commit ourselves to an exclusive agreement and miss the opportunity of exploiting all our possible markets.

We put their offer on hold and began contacting other companies until we received what we wanted—namely, several non-exclusive marketing agreements from industry-specific publishers and distributors. Each company markets its own version of our software package under its own "authorship." In other words, Company A will market a version for medical laboratories, for example, under the trade name of "The Lab Reporter From Company A." Under our various agreements, each company has the right, during the agreement's life, to claim exclusive authorship for the version it's marketing, much in the same way a super-market chain will sell its house brands, which actually are manufactured by another company entirely.

The reasons why software companies may want to buy non-exclusive rights are few and simple. First, a company may specialize in one or two industries—for instance, insurance, manufacturing, or hospitals. They don't care if you're selling your package somewhere else, or that it's being sold by some other software company—as long as it's to other non-competing markets (and as long as you allow them to claim authorship for the life of the agreement).

Second, non-exclusive rights usually go for a lower royalty percentage than do exclusive rights. But with a package that's applicable to a number of different non-competing markets, non-exclusive is the way for authors to go. Obviously, it's better to sell something ten times for ten percent than once for fifty percent.

But why would a hardware manufacturer like IBM buy non-exclusive rights? Because, simply, they are looking to the future. The more packages that are widely available for IBM's hardware, the more hardware they will sell. It is in their interest, then, to market PC software themselves, and to ensure that the same software is available through

as many other marketing outlets as possible.

This strategy, we believe, will prove to be one of the chief factors in IBM's ultimate dominance of the field. When the software for their hardware matches Apple's in variety and number, IBM will own the market.

Our workload reporting package is, as far as we can determine, unique. But our grades-reporting and analysis disk "for teachers with Apples" is another story.

Besides being Chief of Pathology and Director of Laboratories at Underwood Memorial Hospital, I also teach from time to time at Temple University School of Medicine. Year after year, the worst part of teaching has been the week between completion of exams and the due date for grades reporting. Any teacher knows what I mean: differing test and assignment weights, class standings, missed assignments that should or shouldn't count—any number of variables and exceptions that must be considered for each student and each class. All this makes for twenty-eight-hour days and an unending string of Excedrin Headaches—fighting for the numbers to come out right and for your sanity, but not necessarily in that order.

A few grades packages were on the market, and I tried several of them. Each had fine features, all were a great help, but none did the whole job. So, we wrote one that *does* the whole job, for up to eight classes of 50 students, each with 20 graded tests and assignments. All the instructor has to do is enter the raw scores and the percentage weight of each test or assignment. The software does the rest, from bell curves to final grades, and with menus as uncomplicated as a hotdog stand's.

Craig Smith, a good friend and neighbor and a social studies teacher at Philadelphia's Olney High School, used the program for a semester with perfect results. So did I, with no headaches, and no insanity.

Rather than selling the marketing rights to a software company, Dennis and I decided to take the plunge and market the grading program ourselves by mail order. This turned out to be a costly mistake, because neither of us were very experienced in running such an operation. So we took our lumps, learned from our experience, and are now negotiating with software companies interested in the package. We fully expect it to do well in the right hands.

We also now sell hardware, software, and peripherals at Picur Professional Computers, our retail store in Turnersville, New Jersey. As an outgrowth of our shop and our software-development experience, we also are doing an increasing amount of consulting.

In some ways, it seems like centuries ago when I bought my first micro; in others, it was just yesterday.

Our success secrets are the same as anyone else's: we found a field that to us is more play than work, and then worked—or rather played—long and hard nurturing and caring for it. We didn't wait for opportunities to come along. We went out and found or made them for ourselves. And all along, the "open-sesame" of those opportunities has been to provide people with what they need at eminently fair prices.

First, last, and always—consider your users first.



It Won't Sell Unless It's Salable

We've noticed a funny thing about a program that computes East Coast tide tables from Baltimore to Boston—nobody in Arizona wants it! Four out of five desert-dwellers agree it's a nifty, fascinating piece of work and praise its functions, ease of operation, and clear documentation. But no thank you, five out of five don't need it just now.

If your software doesn't *fill a need*, it's not *salable*. So before you ship it off to a megadozen companies, you've got to conduct basic market research, which is fast, easy, and free (unless you do it by phone).

Suppose you're a widgeteer working in the handle-testing department of a broom factory, and you've come up with an idea for a package that could save you eight hours' work per month. You write the software and try it out on the job. After debugging and a couple of changes, it runs like a 'Vette in the passing lane. What's more, with just a few minor term variations in the documentation, your fellow widgeteers in other industries will find it just as useful.

Next step—go to your friendly neighborhood library and collar the reference librarian with the question, "How many widgeteers are employed nationally?"

The librarian will introduce you to the U.S. Department of Labor's *Occupational Outlook Handbook*. As the title implies, this book's primary purpose is prognostication, but it also has the

information you're after—the number of widgeteers employed in the U.S.

If the OOH predicts a rosy future for widgeteers, you can use that information to suggest long-range, growing sales when you contact your target companies.

If you can't find a copy of the OOH, you can get even more up-to-date numbers by writing or calling (we strongly suggest the latter) the Occupational Outlook Division of the Office of Employment Structure and Trends, Room 2913A, 441 G Street N.W., Washington, DC 20212. (202) 523-9271. Whoever you reach will be able to cite the latest available information, often as recent as the previous week or month.

Of course, statistics concerning occupations won't apply to all software packages. You may need to determine the number of specific companies and concerns, such as florists, grocers, or advertising agencies, or of groups of people, like pet owners or model-railroad hobbyists.

The fastest and easiest way to get this information is through a national mailing-list company. Call and ask if they have a list targeted to your group and, if they do, the total national number it encompasses.

If they can't or won't help you, then it's back to Uncle Sam. This time, consult the Census Bureau's book, *U.S. Statistical Abstracts*, which should be available in your local library. If the category you're interested in isn't covered, query the Decennial Census Division, Bureau of the Census, Department of Commerce, Room 1121 FB4, Washington, DC 20233. (301) 899-7600.

If you still can't get the information you need, try a Department of Commerce expert in the specific industry, population segment, or economic sector you're researching.

For industry, address your query to the Director, Bureau of Industrial Economics, Department of Commerce, Room 2111, Washington, DC 20230. (202) 377-1405. If you call, tell the staffer the industry you're interested in and ask for the appropriate specialist. If it's banking, for example, you'll be transferred to Wray Candilis (whose direct line is (202) 566-3435).

Economists—such as Vincent C. Finelli, who specializes in

computer systems and services, or Henry Townsend, economic growth—can be contacted at the Bureau of Economic Analysis, Department of Commerce, Washington, DC 20230. (202) 523-0777. Finelli's direct line is (202) 523-0981, and Townsend's is (202) 523-0508.

For census-data experts, such as Edward Fernandez, the Spanish-population specialist, (301) 763-5219, contact the Bureau of the Census, U.S. Department of Commerce, Washington, DC 20233. (301) 763-5190.

The Department of Commerce also provides user assistance in its regional offices: Atlanta (404) 881-2271; Boston (617) 223-2327; Charlotte, NC (704) 371-6142; Chicago (312) 353-6251; Dallas (214) 767-0638; Denver (303) 234-3924; Detroit (313) 226-7742; Kansas City, KS (816) 374-4601; Los Angeles (213) 824-7317; New York (212) 264-3860; Philadelphia (215) 597-4920; Seattle (206) 442-7800.

Other sources of trade, professional, and industrial statistics include unions, chambers of commerce, professional and occupational associations, industry organizations and cooperatives, manufacturers' groups, and advertising/public relations councils.

The importance of determining the size of your software's potential market can't be underrated—for several reasons.

First, you may discover before you've done a lot of work that the market just isn't big enough to bother with. Conversely, it could be so big that it justifies dropping other projects and concentrating exclusively on the hot one.

Second, your target companies will know at a glance whether your package will fit into their present or contemplated marketing approach.

And perhaps most importantly, attention to such important details is a benchmark of thorough professionalism. In any business, it's the pros who get the assignments and the work. It's the pro's submission that's chosen over a similar package from an obvious amateur.



Program Design and Usability

Salability is *the* most important criterion for the software you expect to sell to companies. But to be salable, the package must be *usable*. It may be true that half a million people in your field could save hundreds of work-hours each with your breakthrough program. However, they must be able to save that time in *fact* as well as in theory.

Your software may work very well for you, but you may be too close to it to notice its subtle flaws or be bothered by its irksome quirks. All of which must be ironed out before you send it out, and the process must start *before* you punch out the first line of code.

Begin by writing a series of questions and answers. Question One: What is the program's function? Answer: It compiles workload reports for medical labs. Question Two: What must the software do first? Answer: Display the primary menu.

This process, starting with overall function and proceeding step-by-step to END, will give you a solid working base. And from that base, you can efficiently build a top-down, independent-module program.

Jot down your comments, thoughts, and observations at each step along your outline. As a backup to your final documentation, they may prove precious when an undetected bug shows up a year down the line. (By the way, *you'll* be obliged to catch those bugs, because most companies insist in

their contracts that you provide maintenance and support.)

When you think you've covered everything, put your outline and notes away for a few days, then haul them out for a fresh look. With a critical eye, you'll be able to spot bigger potential bugs and inconsistencies. When you eliminate or revise them, take notes on what you found and how you fixed it, for both future maintenance and discussion with your publisher. ("I tried that, but it didn't work because of _____.")

Again, put your material out of sight and mind for a bit. When you return to it, ask yourself if the proposed program takes full advantage of your hardware's capabilities and nifty features.

But be very careful. While companies add bonus points for packages that creatively utilize a machine's unique potentials, inappropriate bells, whistles, and handstands lose even more. For example, an alternating-color flashing prompt may be just the thing for calling your users' attention to critical entries *before* they're committed to input. ("You want 25.3185 entered as value 'B.' If correct, please press 'Y.' If not, please press 'N'.")

The last thing you want to do here is to configure the entire message as an alternating-color flasher. That will send both you and your users to the ophthalmologist within a week. But you could put an attention-getter ("Input decision. Please check.") in the upper left-hand corner. That would certainly be noticed—and appreciated—without being bothersome.

It goes without saying that you should be familiar and comfortable with your hardware system's range of capabilities and unique features. Spend time brushing up on them. Then try out some I-wonder-what-would-happen-if? ideas.

Now you're ready to tighten and polish your outline, writing it in working form. Next, start coding and check each module as you go along. Does it do what it's supposed to, with no hitches? Continue keeping detailed notes and comments for documentation and users' instructions.

No matter how careful your planning, the first time you run the entire program you'll find lots of surprises and challenges (make that ambushes and muggings). You probably

know what you'll have to do next—fix what you can, and chuck what you can't. If you've proceeded as we suggest, however, the process will be miles easier and faster. Just remember to keep making detailed notes.

As you construct and test, the most important questions *at each step* are: "Is there a simpler way to do this?" and "Can I make this easier, faster, and/or clearer for my users?"

Bit by bit, you will develop a program that performs consistently and as advertised—for you, at least. As you did with your outline, put the program out of sight and mind for a few days.

When you return to it, assume that it was "written by an idiot who could be relied upon to make the most elementary of mistakes," as John Prenis says in his excellent book, *The Computer Dictionary*. Run and critique your program with a skeptical eye and a reptilian heart. Be ever-ready to pounce upon and either correct or remove the slightest of glitches—and continue with your notes!

After just a few such go-rounds, the program will finally be ready for its first test flight by someone else. This will eliminate a few more bugs (if any remain), help you super-tune the software, and almost painlessly help you write clear, professional instructions. Here is your final checklist:

- Top-down structure and development.
- Complete comments throughout.
- Consistent performance.
- Each module as independent as possible.
- Thoroughly consistent commands and functions.
- Complete and simple menus and screens.
- Fail-safe error recovery.
- Thorough tests with erroneous data.
- Sample data prepared for test-user and instructions.

And finally, before letting your test-user or anyone else get within twenty miles of your disks,

- *Make plenty of back-ups!*



Writing Professional-Quality Users' Instructions: Yes, You Can!

Even if a company accepts your software unaccompanied by instructions, or with inadequate instructions, it's just about certain that you'll receive far less money for it. IBM, the industry giant, even says so in its guidelines package.

Are you apprehensive about your ability to produce professional-quality instructions? If so, you may be a victim of the myth that programmers are poor writers. Sadly, this myth is perpetuated by the fact that most users' instructions are poorly written, unnecessarily complicated, and about as useful as a wet match in a hurricane.

We believe this is because most programmers convince themselves that they can't produce the product well, even before they try. The result: instructions are viewed—and therefore written—as an incidental poor relation to the software.

Nothing could be further from the truth. Clear, logical, and usable instructions are as important as the software they accompany. And when done very well, they make users feel like monarchs, and programmers look like magi. They expand everyone's horizons and capabilities—and, not unimportantly, your bank balance.

So let's get to it together on a positive, friendly note. You've *written* a clear, logical, and usable program, haven't you? And because it's your creation, you know all there is to

know about it. Now it's just a matter of showing and telling someone who has little or no computer knowledge what your software can do, and how he or she can get it to do those things.

Recruit a friend for an evening (offer bribes, if necessary). With a tape recorder at hand, sit yourselves down and, in general terms, tell your friend (or bribee, as the case may be) what the software does and how it does it.

If at any point your friend says he or she's lost (or even just seems to be), clear up the confusion and answer all questions clearly and understandably before going on. One obvious and useful effect of this: you'll replace jargon and unclear language with words and phrases that *all* your users can understand. (More on that later.)

Next, show your friend how to insert and start (*not* "boot up") the diskette. (For the sake of your tape recording, tell as you show.) Continue to expect and look for signs of confusion, clearing up questions to your friend's full satisfaction before going on.

Now, with your friend in the pilot's seat, run through the entire program, function by function and module by module. Start with menu one, choice one, demonstrating and clarifying as you go along. If you've written the software with your users uppermost in mind, your friend should have little trouble putting it through its paces.

In fact, the only confusion that will probably arise will center around jargon and terminology used in your screens and instructions. Consider, if you will, these lines:

Once upon instructions dreary

I did ponder, and grow weary.

Inspired by Edgar Allan Poe, the master of melancholy, they come close to capturing the depressing question voiced by so many users—Where's the instruction manual for the instruction manual?

It's no surprise, then, that such things really exist. Indeed, users' manuals for users' manuals are big business. A cursory glance at any bookshop's computer shelves will prove it.

The purpose of writing is to convey ideas, statements, or thoughts to others in a clear, understandable way. To do so is

impressive, laudable—and worth money in your pocket.

Everyone knows you're highly conversant in all types and manner of computer language, terms, jargon, slang, and sundry other inside stuff. If you weren't, you couldn't have created the fine program that multitudes will be buying from you. But remember, very few from those multitudes are programmers—just as very few folks who buy and drive cars are mechanics.

The sole purpose of your users' manual, then, is to explain and clarify. Using jargon, when a friendly five-cent word or phrase will work as well, will only baffle and frustrate those who ultimately pay you—your users.

Moreover, a lot of people still aren't totally comfortable using computers at all. They may be just the ones who see your package, feel it could be useful and, on that basis, consider taking the big plunge. But if your instructions don't make them feel welcome, comfortable, and in control, they may decide to hold out for another ten years.

So to increase your stock with users, and with companies to which you'll be submitting your package, say what you mean in a way *everyone* can understand. We recommend that you drag out the instructions that accompanied the first packages you bought. Look at the ones you liked from the first. They're clear, simple, and conversational, aren't they? And the ones you *didn't* like are probably ambiguous, complicated, and peppered with jargon.

Want to see examples of good users' instructions? Get your mitts on any of the Perfect Software manuals. Or read the instructions for any IBM-marketed package for the PC. To help you make your instructions and screens even more friendly, a list of common no-nos and their preferred substitutes (cited from our survey of companies) appears at the end of this chapter.

But for now, let's get back to your friend, who is just finishing his or her first go-round with the program.

After completing the run, keep your tape recorder running and ask for general comments. Is the overall reaction positive or negative? Did some parts (modules) seem to be in the wrong place? Did anything make him or her feel uncom-

fortable—or helpless? Could he or she have used more or clearer help and error screens? Should "Need help? Press [key]" appear at any spots, or more often? Where? Would it be helpful to add more on-line instructions? (This allows your users to get instant aid without going to large menus or screens or, worse yet, having to commute constantly between manual and keyboard.)

When you've completed this process, you'll have a taped record of everything you need to write your instructions. It may very well help you make your software more usable and attractive to your users, no matter what their expertise.

When you listen to your tape for the first time, jot down the main and sub-headings for all the points you'll need to discuss or explain. For example, if "Prepares variable-tolerance reports for widgeteers" is the main heading under "Program functions," sub-headings may include, "By department," "By materials," "By shipment number," and so forth. Under "Getting started" may be "Inserting and starting the diskette" and "Selecting the desired function."

At this point, don't worry about grammar or precise order. Just jot down in a word or phrase all the major and minor points that must be covered in your instructions. After you've gotten all of them, transfer each to its own 3" by 5" index card.

Your next step is to construct an outline. Here's one that will help you develop a workable outline suitable to your software:

1. Introduction
2. Program functions
3. Getting started:
 - How to load the diskette
 - Signing on
4. How to run the program
5. How to stop the program:
 - When you've finished
 - Before you've finished
6. How to correct mistakes when an error message appears

7. Screens and messages:

When and under what circumstances they appear

8. Sample entry data (input) and reports (output)

9. All commands (list and explain)

10. Glossary (should be *very* short or non-existent!)

11. Index

When you've constructed your outline, the index cards will almost find their own way into it. Just mark each with its applicable outline number, put each of the same outline number into logical sequence, and assign sub-numbers.

For example, if you have four cards pertinent to the sixth section of your outline, number them 6.1, 6.2, 6.3, and 6.4.

Now listen to your tape again. Copy from it all the information you need for your instructions, card by card and starting with a word-for-word transcription. When you've finished, you'll have a completed, logically organized first draft of your instructions.

All that remains now is to check spelling, grammar, and punctuation; delete redundant and unnecessary material; and tighten and polish.

As a final check, here are the most common user-instructions failings, according to Ron Harris of Texas Instruments:

- Inability to quickly find what you're looking for.
- Need to continually reference back and forth.
- Lack of clear continuity.
- Failure to STRESS important points.
- Vague, obscure, technical, and/or wordy language.
- A program that doesn't work as explained.

When you've finished, walk away from your work for two or three days, then take a fresh look. If this objective and critical examination fails to turn up any faults, then you may congratulate yourself for having produced professional-quality users' instructions. If the work needs a little fixing, fix it—*then* GOTO “. . . you may congratulate yourself. . . .”

Almost every company will write—or help you write—the instructions. But as we said up front, the lack of instructions will lessen your software's chances of being accepted. And

even if it is accepted, you will get less money for it.

Additionally, whether or not it's bought, software submitted with professional-quality instructions can't help but attract the avid attention of people who run the business. Quality work—whether or not it fits a company's needs—is almost always passed through the initial screening process and up to Those Who Matter. Even if they don't accept your submitted package, they may have an undeveloped idea or two waiting to be assigned to a dependable pro like you. Or they may even tap you to write users' instructions. At the very least, they will be eager to see more of your work, and will gladly tell you what types of software they're especially interested in at the moment.

Multiply that attention by the number of companies to which you submit your package, and you'll have an idea how quickly you could become noticed—and well-noted—in the industry for fine-quality work. And wouldn't that make your efforts more than worthwhile?

Given the sorry state of most instructions, you're easily capable of writing ones miles above the norm. Just follow our suggestions, modifying them for your own comfortable use, and your manual will be every bit as good—and salable—as your software.

Now here's that list of words and terms to avoid, and their industry-suggested substitutes.

RATHER THAN	USE
abort, kill, terminate	cancel, end, stop
access (<i>verb</i>)	get, display, ready, set
available	ready
CPU	system unit
cursor control device	mouse, joystick, light pen
* disk	diskette
* disk drive	diskette drive
drive 1, drive 2	drive A, drive B
execute	do, perform
factor	part, piece
floppy	diskette
hit (key)	press (key)

implement	do, put into, use
invalid	incorrect, not usable
key (<i>verb</i>)	enter, type
modular	in parts
output	list, report, screen
paddle	joystick
printout	printed (list or report)
RAM	user memory
valid	correct, good, true

*These terms are included because "diskette" is becoming standard, replacing "floppy" which isn't obviously descriptive, while still distinguishing between 5¼" and 8" diskettes, and hard disks.



Copyrighting Your Computer Program,

by Richard B. Marrin, Member,
New York Bar

Copyrighting your computer program is not overly difficult, time-consuming, or expensive. In fact, the government has reduced the process to a simple set of paperwork and has made available an impressive and comprehensive set of guidelines with several update circulars.

The first two questions that leap to most people's minds are "What is a copyright?" and "Do I need one?" I'll try to answer both questions, as well as outline the requirements for obtaining a copyright, who can apply for one, what to do with it once you've got it, and the costs involved. Of course, certain copyright applications often require legal assistance; and so the overview of copyright law in this chapter is not intended to be a substitute for legal counsel, but is only intended as a starting place in most copyright situations. When in doubt, consult a lawyer.

A copyright is a form of protection given by United States law to authors of literary, dramatic, musical, artistic, and other intellectual works, including computer programs. Circular 61 issued by the Copyright Office defines a computer program as "a set of statements or instructions to be used directly or indirectly in a computer in order to bring about a certain result."

When a person obtains a copyright for his program, the law grants him certain exclusive rights, such as the right to print, reprint, and copy the work, and to sell or distribute

copies of it. Under the old copyright law, authors who "published" their work without copyright protection ran the risk of losing the prior exclusive control they previously had over their unpublished material. Today, the sanction for not obtaining a copyright is not as onerous, but filing for a copyright is still most emphatically recommended. Under the new law, copyright is secured immediately upon the program's creation (*i.e.*, when it is fixed in a copy for the first time). Nevertheless, the person who files a copyright notice still occupies a significantly more secure legal position, should any dispute later arise as to ownership or use infringement of the program.

Note that the definition of "copyright" above refers to the "author" of the copyright. Only the author (or those deriving rights through him) can rightfully claim copyright. Usually, when someone rents or leases your program on a fee basis, he is *not* purchasing the copyright. That remains with the author, barring any agreement or unusual situation to the contrary. But when someone *hires* an author to develop a program—either as an employee or otherwise—the employer, and not the author, is normally by law considered to be the owner of the copyright—again, barring agreements to the contrary. Before you decide to copyright a program, you must make sure that you have a right to do so, or else you might find yourself as a defendant in some legal action by another who's seeking all your profits, plus other damages.

But if you are the owner of the program, you should copyright your work. The question then is: Can you copyright every good thing you develop, or even think of? And if so, how?

To answer the first question, not everything can be copyrighted. "Ideas" cannot be copyrighted, for example—nor can program logic, algorithms, systems, methodic concepts, or layouts. Only the literary or textual expression contained in the computer program—and in most cases, the computer program itself—can be copyrighted.

Let's assume you have a program that meets the above qualifications for copyright; that you are the author or owner, and are eager to obtain a copyright. How do you go about it? The answer is simple: You fill out an application. The form isn't

long or complicated, and the accompanying instructions are perfectly clear.

After you complete the application (a separate one is needed for each copyright), send it by ordinary First Class Mail to the Register of Copyrights, Library of Congress, Washington, DC 20559, together with the appropriate fee, which in most instances involving computer software is currently \$10.00 per copyright application.

Along with the application and filing fee, you must also submit a copy of "identifying material" sufficient to demonstrate that your program is different than anyone else's. Such identifying material varies, depending on whether the identifying portion can be reproduced in visually perceptible form without the aid of a machine or device, on either paper or microfilm. If it can, then you send with your application the first 25 and last 25 pages (or equivalent units) together with the page or equivalent unit containing the copyright notice.

Other rules apply if the work is published only in the form of machine-readable copies (such as magnetic tapes or disks or punched cards) from which the work cannot ordinarily be perceived except with the aid of a machine or device. In that event, the Copyright Office's Circular 61 suggests that you use:

- (1) A notice embodied in the copies in machine-readable form in such a manner that on visually perceptible printouts, it appears either with or near the title, or at the end of the work;

- (2) A notice that is displayed at the user's terminal at sign-on;

- (3) A notice that is continuously on terminal display; or

- (4) A legible notice reproduced durably, so as to withstand normal use, on a gummed or other label securely fixed to the copies or to a box, reel, cartridge, cassette, or other container used as a permanent receptacle for the copies.

Circular 61 goes on to state that the Copyright Office believes that the best representation of ownership in a computer program is a listing of the program in source code. If the owner or author cannot (or will not) supply that, then the Copyright Office will still accept the application—upon receipt

of written assurance that the work, as deposited in object code, contains copyrightable authorship.

A copyright is valid until 50 years after the author's death. If there is more than one author—and all authors should be listed on the copyright application—then the term ends 50 years after the last author dies. If the copyright belongs not to the author but to the one who hired him (for example, his employer), then the term is 75 years from the time the work was first published or 100 years from the time it was created, whichever term is shorter. By statute, "to publish" means distributing copies to the public by sale or other transfer of ownership or by rental, lease, or lending.

How does the user or some layman know that the work is copyrighted? The author or owner "signs" his work and alerts the public as to his exclusive interest in the program by affixing a copyright notice on all publicly distributed copies, within the United States and abroad. The correct notice should bear the copyright symbol (either © or the abbreviation "Copr."), the year it was first published, and the name of the copyright owner. For example: "© 1985 John Doe."

Where should the notice appear on the work? There is no specific rule, except that it should be in such a manner and location as to give reasonable notice of the claim of copyright to any prospective user. I personally think that a copyright notice should appear in several places in your submission—such as on the first screen that appears; in memory, whenever the program is running; within the first 20 lines when the program is printed; and on the external label of the diskette or cassette. When in doubt, add it once again to the *most* conspicuous spot you can think of.

Copyrighting your product isn't difficult or mysterious, it just requires a little time to prepare the application and a small expense for filing. But if you feel you have a valuable program, the protection is well worth the time and expense.

If you need more detailed information on filing, contact the Copyright Office of the Library of Congress. During business hours, information officers will assist you at (202) 287-8700. Ask an information officer to send you the complete information package, including a full set of applications

along with the text of the Copyright statute and an explanation of such specialized topics as new editions, international copyrights, and unpublished material. If you need only an application form (which for most computer programs is Form TX), call the Copyright Office's 24-hour hotline, (202) 287-9100.



Company Listings, From A to Z

As we observed, analyzed, and heard from software publishers in the course of preparing this book, several important factors became clear.

First and most obvious, the business is growing and changing much faster than anyone can keep track of. And those rates of change and growth are accelerating geometrically—which, for independent programmers, can be a blessing. Booming growth assures a shortage of qualified, talented independents. For those who excel, there will be too much work—as indeed, there already is. And for the merely adequate journeymen, there will still be plenty of openings.

Nevertheless, beginning independents often put too much emphasis on what a company says it wants or doesn't want. From our own experience, we can say that relying solely on companies' stated criteria can easily tie you into a deadly pattern of narrow, imitative mechanical craftsmanship. Instead, you should be busy in applying a broad sweep of structured creativity to your work.

Yes, we still say that salability must be your first criterion. But when you begin creating a package that you hope to sell, forget salability until you have fully explored those exhilarating waves of applied creativity and investigated all the possibilities of what your new program can do. *Then* you can perform your marketing research as it applies to your package's

potential, not as it applies to the strictures of any given software company.

If you approach your work in this way and keep your users' needs—rather than any company's oft-changing and usually ethereal specifications—uppermost, you will succeed quickly and handsomely. Here, then, is a tip that applies to *any* company we know: As one of them said, "We want to see innovative, technically excellent work that children can use and geniuses can enjoy."

Most companies will reply promptly to your query letters and requests for guidelines, but a few of those listed here will not get back to you for up to 26 weeks—which we think is a very long time to wait. Keep this rate-of-responsiveness in mind when you are selecting your target companies.

Aardvark Software, Inc., 783 North Water Street, Milwaukee, WI 53202. (414) 289-9988.

☐ Type(s) of material purchased: Accounting, banking, business, insurance, and legal software. Operating system(s): CP/M and UCSD.

☐ Rights purchased and payment policy open. Contact Tom Beatty with a query letter. Company replies in 3 weeks.

Abacus Associates, 6565 West Loop S, #240, Bellaire, TX 77401. (713) 666-8146.

☐ Type(s) of material purchased: Business and utilities software. Operating system(s): DOS PLUS, LDOS, MS-DOS, and NewDOS.

☐ Rights purchased and payment policy open. Contact Dick Twardowski with a query letter or guidelines request. Company replies in 2 weeks.

Abacus Software, P.O. Box 7211, Grand Rapids, MI 49510. (616) 241-5510.

☐ Type(s) of material purchased: Business and utilities software. "Useful software—no games." Operating systems(s): Commodore 64 and Coleco Adam. Abacus publishes the "64" series—**Chartpak**, **Chartplot**, **Master**, **Superdisk**, and **Ultrabasic**. Of 12 programs published last year, 8 were from independents.

☐ Buys exclusive rights. Pays royalties. Contact Arnie Lee for current guidelines. Company replies in 4 weeks.

ABC Computers, 9012 Research, Suite 11, Austin, TX 78758. (512) 458-4236.

☐ Type(s) of material purchased: Business and home/productivity soft-

ware. Operating system(s): Apple, Commodore, PC, and Xerox (CP/M).
☐ Rights purchased and payment policy vary. Contact Holly VanScoy for current guidelines. Company replies in 2 to 4 weeks.

Academy Software, P.O. Box 9403, San Rafael, CA 94903. (415) 499-0850.

☐ Type(s) of material purchased: Educational and home/entertainment/productivity software. Sound, color, and graphics are important. Operating system(s): Commodore.

☐ Rights purchased and payment policy open. Contact Kurt Weidner with a query letter. Company replies in 4 weeks.

Accountants Microsystems, Inc., 3633 136th Place S.E., Bellevue, WA 98006. (206) 643-2050.

☐ Type(s) of material purchased: Business software "related to specific verticals, basically at the high end. We are a progressive company that will entertain any program that meets a consumer demand within a vertical market structure." Operating system(s): C/PM-80, MPM-80, MS-DOS, PC-DOS, TurboDOS, UNIX, and XONIX.

☐ Rights purchased and payment policies vary. Contact Michael A. Manyo with a query letter or phone call. Company replies in 3 weeks.

Ackerman Digital Systems, 100 North York, #208, Elmhurst, IL 60126. (312) 530-8992.

☐ Type(s) of material purchased: Business and engineering software. Operating system(s): Cromemco and North Star (CP/M and OS-9).

☐ Rights purchased and payment policy vary. Contact Laurie Ackerman with a query letter.

Acorn Software Products, Inc., 7655 Leesburg Pike, Falls Church, VA 22043. (703) 893-0868.

☐ Type(s) of material purchased: Educational, home, and personal/productivity software. Operating system(s): TRS-DOS 1.3, PC-DOS, and Atari 2.05. "We are planning many new projects in 1984 and have a need for lots of software. We are especially interested in multiple machine versions, and we need translators for our projects."

☐ Buys exclusive rights, pays royalties. Contact Daphne D. Schor for current guidelines. Company replies in 4 to 6 weeks.

Activision, Inc., Drawer 7286, Mountain View, CA 94039. (415) 960-0410.

☐ Type(s) of material purchased: Games and entertainment software. Operating system(s): Atari 400/800/1200/2600, Colecovision, Intellevison, and PC.

☐ Buys all rights. Payment negotiable. Contact Dick Lehrberg with a query letter. Company replies in 3 to 4 weeks.

Addison-Wesley Publishing Company, 3 Jacob Way, Reading, MA 01867. (617) 944-3700.

☐Type(s) of material purchased: Business, education, and home software. Operating system(s): All. "Several divisions of Addison-Wesley publish software."

☐Pays royalties. Rights purchased varies. Contact Peter S. Gordon with a query letter. Company replies in 8 weeks.

Adler Computer Technology, 2177 Ventura Boulevard, #269, Woodland Hills, CA 91364. (213) 703-0350.

☐Type(s) of material purchased: Business and insurance software. Operating system(s): Altos, North Star, Morrow, and Televideo.

☐Rights purchased and payment policy vary. Contact Stuart Adler with a query letter. Company replies in 3 to 4 weeks.

Advanced Business Technology, 1180 Coleman Avenue, San Jose, CA 95110. (408) 275-9880.

☐Type(s) of material purchased: Business and utilities software. Looking for industry-specific software packages. Operating system(s): Apple DOS and IBM PC-DOS.

☐Rights purchased and payment policy vary. Contact Lorraine Velasco with a query letter. Company replies in 1 week.

Advanced Micro Techniques, 1291 East Hillsdale, #209, Foster City, CA 94404. (415) 349-9336.

☐Type(s) of material purchased: Business/professional and utilities software. Operating system(s): CP/M and MP/M (8088 and Z80/Z80A hardware).

☐Rights purchased and payment policy vary. Contact Joy Robin Rensel with a query letter. Company replies in 2 weeks.

Agri-Data, 2289 Peachtree Road, #219, Atlanta, GA 30309. (404) 351-3232.

☐Type(s) of material purchased: Agricultural software. Operating system(s): MS-DOS and Unix.

☐Rights purchased and payment policy negotiable. Contact Carlton Jones with a query letter. Company replies in 4 to 6 weeks.

AGS Software, Box 28, Orleans, MA 02653. (617) 255-0510.

☐Type(s) of material purchased: Astrology software and related subjects. "We sometimes need translations of existing programs for new operating systems." Operating system(s): Apple-DOS, TRS-DOS, CP/M-80, PC-DOS, and MS-DOS.

☐Buys all rights: royalties or outright purchase. Contact Steve Blake with a query letter. Company replies in 8 weeks.

AG-TRONICS Associates, 143 East 300 N, Hyde Park, UT 84318. (801) 563-3701.

☐Type(s) of material purchased: Agricultural software. Operating system(s): Apple DOS 3.3, CP/M, MS-DOS. "We are flexible!"

☐Buys non-exclusive rights, pays royalties. Contact Dr. V. Philip Rasmussen with a telephone call. Company replies in 3 weeks.

Allen Microware, 1906 Carnegie, Suite E, Redondo Beach, CA 90278. (213) 376-4105.

☐Type(s) of material purchased: Utilities software. Operating system(s): Atari.

☐Rights purchased and payment policy vary. Contact Jerry Allen with a query letter. Company replies in 3 weeks.

Alphanetics, 9907 Argonne Way, Forestville, CA 95436. (707) 887-7237.

☐Type(s) of material purchased: Games and business software. Operating system(s): TRS.

☐Rights purchased and payment policy vary. Contact Mike Erickson for current guidelines. Company replies in 3 weeks.

Alternate Source, 704 North Pennsylvania Avenue, Lansing, MI 48906. (517) 482-8270.

☐Type(s) of material purchased: All applications software. Operating system(s): TRS-DOS.

☐Rights purchased negotiable. Pays royalties (up to 20%). Contact Charley Butler with a query letter. Company replies in 6 weeks.

American Business Systems, Inc., 3 Littleton Road, Westford, MA 01186. (617) 692-2600.

☐Type(s) of material purchased: Accounting, business, financial, and real-estate software. Operating system(s): Apple DOS, PC-DOS, and Xerox.

☐Rights purchased and payment policy vary. Contact Oscar Rodriguez for current guidelines. Company replies in 3 to 4 weeks.

American Computer Development, 1735 Briarcrest Drive, #201, Bryan, TX 77801. (713) 775-1516.

☐Type(s) of material purchased: Business and scientific software. Operating system(s): Apple DOS (CP/M and MS-DOS).

☐Rights purchased and payment policy vary. Contact Don Armstrong for current guidelines.

American Small Business Computer, 118 South Mills, Pryor, OK 74361. (918) 825-4844.

☐Type(s) of material purchased: All applications and utilities software.

Operating system(s): All TRS systems. Publishes over 100 packages on just about everything from accounting to medical/scientific. Insists submitted work be "bug-free."

☐ Buys non-exclusive rights. Pays royalties. Contact Jennie Phillips with a query letter. Company replies in 2 weeks.

American Software Corporation, 1 Via Van Dyke, Mill Valley, CA 94941. (415) 381-1600.

☐ Type(s) of material purchased: Real-estate and construction-contractor software. Operating system(s): "All, from Apple to Zenith DOS."

☐ Rights purchased negotiable. Pays 10% royalties. Also needs programmers to work on contract basis, developing current in-house projects. Contract work pays 10% royalties, or \$1,000 minimum lump sum. Contact Scott Wilmore for current guidelines. Company replies in 4 weeks.

A.N.A.L.O.G., 565 Main Street, Cherry Valley, MA 01611. (617) 892-9230.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): All micro operating systems. Currently concentrating on games and financial software. Three of eight published programs are by independents. One independent package is **Star Sentry**. "Before writing the software, contact us with your idea."

☐ Buys all rights. Pays royalties with advances. Contact Lee Pappas with a query letter. Company replies in 1 week.

Anchor Systems, 15606 Eighth Avenue, N.E., Bellevue, WA 98008. (206) 644-7111.

☐ Type(s) of material purchased: Accounting, business, financial, and legal software. "We don't want to see games or utilities." Operating system(s): Oasis. One of ten published packages is by an independent.

☐ Rights purchased and payment policy are negotiable. Contact Elroy Pettyjohn with a telephone query. Company replies in 2 weeks.

Andent, Inc., 1000 North Avenue, Waukegan, IL 60085. (312) 223-5077.

☐ Type(s) of material purchased: Business, dental, and medical software. Operating system(s): Apple DOS.

☐ "Most" packages are from independents. Buys all rights. Pays royalties (50% of net profit). Write E. J. Neiburger, Ph.D., for current guidelines. Company replies in 4 weeks.

Apple Computers, Inc., 20525 Mariani, Cupertino, CA 95014. (408) 554-5089.

☐ Type(s) of material purchased: All applications and utilities software, except games. "Source code must make full use of the machine's fea-

tures and capabilities." Operating system(s): Apple DOS.

☐ Rights purchased and payment policy negotiable. Write Software Evaluation Department for current guidelines. Company replies in 1 to 2 weeks.

Apple For The Teacher, 2331 Rainbow Avenue, Sacramento, CA 95821. (916) 485-1690.

☐ Type(s) of material purchased: Educational and utilities software. Operating system(s): Apple DOS. Five of 50 packages are by independents. "Ascertain a need before you write the program."

☐ Rights purchased and payment policy negotiable. Contact Ted Perryurger, Ph.D., with a query letter. Company replies in 2 weeks.

Applied Business Software, 1564 South Hawthorne Boulevard, Lawndale, CA 90260. (213) 426-2188.

☐ Type(s) of material purchased: Business/professional software. Operating system(s): CP/M and MP/M.

☐ Rights purchased and payment policy negotiable. Contact Eddy Nunez with a query letter. Company replies in 4 weeks.

Applied Information Dynamics, 111 Mendala Court, Walnut Creek, CA 94596. (415) 934-2504.

☐ Type(s) of material purchased: Educational software. Operating system(s): All micro DOS.

☐ Rights purchased and payment policy vary. Contact Dennis Sorenson for current guidelines.

Arcade Plus, 3916 State Street, #1C, Santa Barbara, CA 93105. (805) 683-2305.

☐ Type(s) of material purchased: Games. Operating system(s): Atari DOS and tape.

☐ Rights purchased and payment policy vary. Contact Larry Richardson for current guidelines. Company replies in 3 weeks.

Armadillo International Software, P.O. Box 7661, Austin, TX 78712. (512) 835-1088.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): Radio Shack Color DOS and MS-DOS.

☐ Last year, Armadillo bought all six of their published programs from independents. Current packages are **Decision Maker**, **Rite Bite**, and **See Free**. "Programs must be user-oriented."

☐ Rights purchased varies. Pays royalties. Contact Gerald Alexander with a query letter or telephone call. Company replies in 4 weeks.

Artificial Intelligence Research, 921 North La Jolla Avenue, Los Angeles, CA 90046. (213) 656-7368.

☐Type(s) of material purchased: Entertainment software. "We are interested in any programs using techniques of artificial intelligence." Operating system(s): Apple DOS, CP/M, MS-DOS, and C64-DOS.

☐Buys all rights. Payment policy negotiable. Contact Steve Grumette with a query letter or phone call. Company replies in 4 weeks.

Artworx Software Company, 150 North Main Street, Fairport, NY 14450. (800) 828-6573.

☐Type(s) of material purchased: Educational and entertainment software. Operating system(s): Apple, Atari, and Commodore.

☐Buys exclusive marketing license. Pays royalties on gross. Write Software Review Panel for current guidelines. Company replies in 4 weeks.

Ashton Tate, 9929 North Jefferson Street, Culver City, CA 90230. (213) 204-5570.

☐Type(s) of material purchased: All applications software. Operating system(s): All micro DOS.

☐Rights purchased and payment policy vary. Write Jim Taylor for current guidelines. Company replies in 2 to 4 weeks.

Aspen Software Company, P.O. Box 339, Tijeras, NM 87059. (505) 281-1634.

☐Type(s) of material purchased: Business, educational, and utilities software. Operating system(s): PC-DOS (CP/M).

☐Rights purchased and payment policy vary. Contact Dr. Bruce E. Wampler for current guidelines. Company replies in 2 to 4 weeks.

Atari, Inc., 60 East Plumeria, San Jose, CA 95150. (408) 942-6879.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): Apple, Atari, Commodore, PC, and TI. Despite Atari's recent well-publicized losses, the company is still in the plus-profit column for its parent, Warner Communications. James J. Morgan, Atari's Chairman, says that present plans are to "gut it out" until its weak competitors are shaken from the market.

☐Buys all rights. Payment policy varies. Contact John Peeke-Vout for current guidelines. Company replies in 2 to 4 weeks.

Automated Management Services, 2260 South Xanadu Way, #250, Aurora, CO 80014. (303) 695-1300.

☐Type(s) of material purchased: Business and real-estate software. Operating system(s): Apple DOS, PC-DOS, and TI-DOS.

☐Rights purchased and payment policy vary. Contact Tim Schroeder for current guidelines. Company replies in 2 weeks.

Automated Simulations, Inc., 1988 Leghorn Street, Mountain View, CA 94043. (415) 964-8021.

☐ Type(s) of material purchased: Games and educational software. Operating system(s): Apple DOS, Atari, Commodore, PC-DOS, and MS-DOS.

☐ Rights purchased and payment policy vary. Contact Susan Lee-Merrow for current guidelines. Company replies in 3 weeks.

Avalon Hill Microcomputer Games, 4517 Hartford Road, Baltimore, MD 21214. (301) 254-9200.

☐ Type(s) of material purchased: Strategy games. Operating system(s): Assembly language for Apple, Atari, Commodore, and IBM.

☐ "Avalon Hill has been a designer, manufacturer, and marketer of quality games for 25 years!" One of their biggies is **Tactical Armor Command**. Last year, they bought half their packages from independents.

☐ Buys all rights. Pays royalties *and* advances. Contact Jackson Y. Dott; "query letter preferred." Company replies in 3 to 4 weeks.

Avant-Garde Creations, 1907 Garden Avenue, Eugene, OR 97403. (503) 345-3043.

☐ Type(s) of material purchased: Educational, games, and utilities software. Operating system(s): Apple, Atari, Commodore, IBM, and TI-99 DOS. "We expect graphics to be state-of-the-art."

☐ Buys all rights. Payment policy negotiable. Contact Mary Carol Smith with a query letter. Company replies in 1 week.

Bob Baker—Computer Instructor, 5845 Topp Court, Carmichael, CA 95608. (916) 972-1931.

☐ Type(s) of material purchased: "Educational CAI programs." Operating system(s): TRS-DOS. Published 45 packages last year, none from independents. Three recent examples are **Math Drill**, **Spelling**, and **Change Making**.

☐ Rights purchased varies. Pays royalties. Contact Robert Baker for current guidelines. Company replies in 8 weeks.

Bap\$ Software, 6011 San Felipe, Houston, TX 77057. (713) 266-1483.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): TRS (disk and tape).

☐ Rights purchased and payment policy vary. Contact A.M. Shackeroff for current guidelines.

Barclay Bridge Supplies, Inc., Eight Bush Avenue, Port Chester, NY 10753. (914) 937-4200.

☐ Type(s) of material purchased: Games—packages for contract bridge only. Operating system(s): All. Programmers must know and understand contract bridge.

☐ Buys all rights. Payment negotiable. Write Harry J. Silverman a query letter outlining program. Company replies in 6 weeks.

Bard Software, 4261 Norwalk Drive, #107, San Jose, CA 95129. (408) 244-2622.

☐Type(s) of material purchased: Accounting, business, and mail-order software. Operating system(s): PC (MS-DOS).

☐Rights purchased and payment policy vary. Contact Todd R. Bard with a query letter. Company replies in 2 weeks.

Barstrann Corporation, Box 265, Mid-City Station, Dayton, OH 45440.

☐Type(s) of material purchased: Home/productivity/personal software. BC publishes packages strictly for use by people in managing their homes and personal activities. Operating system(s): TRS-DOS.

☐Rights purchased and payment policy vary. Contact Steven Brann with a query letter. Company replies in 1 week.

Basics and Beyond, Inc., Pinesbridge Road, Box 10, Amawalk, NY 10501. (914) 962-2355.

☐Type(s) of material purchased: Educational (grades K-12). Interested in all subjects and approaches, from polynomial-factoring tutorials to elementary social studies. Operating system(s): Atari DOS and TRS-DOS. Bought one-third of their packages from independents last year.

☐Buys non-exclusive rights. Payment policy varies. Contact Carol Allen with a query letter. Company replies in 3 to 4 weeks.

Beagle Brothers, Inc., 4315 Sierra Vista, San Diego, CA 92103. (619) 296-6400.

☐Type(s) of material purchased: Games and utilities software. Operating system(s): Apple DOS. Everyone knows and loves the BBs, the people who brought pie-in-yer-interface humor to the microware industry. If you have a package that might interest them, get in touch with Uncle Louie. If you hit him on a good day, you might actually get a straight answer.

☐Rights purchased and payment policy vary. Contact Uncle Louie (honest!) with "sincere request for guidance."

Beaman Porter, Inc., Pleasant Ridge Road, Harrison, NY 10528. (914) 967-3504.

☐Type(s) of material purchased: Business software. Operating system(s): Apple DOS and PC-DOS.

☐Rights purchased and payment policy vary. Contact David P. Guest for current guidelines. Company replies in 4 weeks.

Bear Computer, 102 North Center Street, Bloomington, IL 61701. (309) 828-6031.

☐Type(s) of material purchased: Agricultural, business, and utilities software. Operating system(s): CP/M and MS-DOS.

☐ Rights purchased and payment policy vary. "Send a non-disclosure agreement for us to sign." Contact Software Acquisitions Manager with a query letter. Company replies in 4 weeks.

Bell & Howell Visual Communications Group, 7100 North McCormick Road, Chicago, IL 60645. (800) 323-4338.

☐ Type(s) of material purchased: Educational software ("validated"). Operating system(s): Apple DOS 3.3 and PC MS-DOS 2.0.

☐ Buys all rights. Pays royalties (15%). Contact Dr. Barbara Boyer for current guidelines. Company replies in 6 weeks.

Berman Associates, Inc., 101 Holly Avenue, Suite 14, Sterling, VA 22170. (703) 450-5000.

☐ Type(s) of material purchased: Manufacturing/industrial, medical, and real-estate software. Operating system(s): Raytheon. Half of all packages published last year were by independents, one of which is **Bridge**.

☐ Rights purchased and payment policy vary. BAI also seeks programmers to work on a contract basis. Contact Lon J. Berman with a phone query.

Bertamax, Inc., 101 Nickerson, #202, Seattle, WA 98109. (206) 282-6249.

☐ Type(s) of material purchased: Educational, home, and utilities software. Operating system(s): Apple, Atari, PC, and TRS (all MS-DOS).

☐ Rights purchased and payment policy open. Contact Max Jerman with a query letter. Company replies in 2 to 3 weeks.

Best Computer Stores, Inc., 1128 B Street, Hayward, CA 94541. (415) 537-2983.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): Apple DOS and TRS-DOS (CP/M and MS-DOS).

☐ Rights purchased and payment policy vary. Contact Michael D. Lipshutz for current guidelines. Company replies in 2 weeks.

Big Five Software, 14640 Keswick Street, Van Nuys, CA 91405. (213) 782-6861.

☐ Type(s) of material purchased: Games. Looking for new and unusual approaches using tried-and-true formats. Operating system(s): All.

☐ Rights purchased and payment policy vary. Contact Ted Witberg for current guidelines. Company replies in 3 to 4 weeks.

Bit 3 Computer Corporation, 8120 Penn Avenue South, #548, Minneapolis, MN 55431. (612) 881-6955.

☐ Type(s) of material purchased: Utilities software. "The main emphasis of our product is toward the IEEE multibus using IBM-PC as component

part. We are looking for application programs using our Multibus Adaptor." Operating system(s): IBM-PC.

☐ Rights purchased and payment policy varies; however, royalty basis is preferred. Contact Jerry Marquardt for current guidelines—include your phone number. Company replies in 2 weeks.

Bootstrap Toolkit, 439 South Orange Avenue, South Orange, NJ 07079.

☐ Type(s) of material purchased: Business, educational, financial, and utilities software. Operating system(s): Apple DOS. Bought no packages from independents last year. Looking for software that runs under the SUBOS operating system, which was developed in-house.

☐ Buys all rights. Pays royalties, which are split between software and documentation—usually 10% for each. Contact William A. Gale with a query letter. Company replies in 1 week.

Milton Bradley Company, 443 Shaker Road, East Longmeadow, MA 01028. (413) 525-6411.

☐ Type(s) of material purchased: Educational CAI and games (grades K-12). Operating system(s): Apple DOS and PC-DOS. More than half of packages published are by independents.

☐ Buys all rights. Payment policy varies. Contact Ronald Weingartner with a query letter. Company replies in 1 to 2 weeks.

Brain Bank, Inc., 225 Fifth Avenue, New York, NY 10001. (212) 686-6565.

☐ Type(s) of material purchased: Educational software. Interested in "educational games and CAI only." Operating system(s): Apple DOS, Atari, PC-DOS, and TRS-DOS. Published no independent packages last year. Two staff-written programs are **American History Decade Game** and **Million Ware**.

☐ Rights purchased and payment policy are negotiable. Contact Ruth K. Landa for current guidelines. Company replies in 12 weeks.

Briley Software, P. O. Box 2913, Livermore, CA 94550. (415) 455-9139.

☐ Type(s) of material purchased: Games, home, personal, and industry-specific software. "Interested in applications software only with mass-market appeal. Should be thoroughly tested and completely debugged." Operating system(s): Commodore and TI DOS.

☐ Buys all rights. 15% royalty on gross receipts, paid quarterly. Write Harry Briley for current guidelines—enclose #10 SASE.

Broderbund Software, Inc., 17 Paul Drive, San Raphael, CA 94903. (415) 479-1170.

☐Type(s) of material purchased: Educational, entertainment, and home/productivity software. Operating system(s): Apple, Atari, Commodore 64/Vic 20, and PC.

☐No doubt about it—Broderbund is one of the industry giants, both in sales and in the extraordinary steps they take to treat independents well. They tell us that some of their independents even have moved to the San Raphael area!

☐Buys all rights. Pays royalties. Contact Ed Bernstein for current guidelines. Company replies in 2 weeks.

Broderick & Associates, 8635 Shagrock, Dallas, TX 75238. (214) 341-1635.

☐Type(s) of material purchased: Business software. Operating system(s): Apple DOS and PC-DOS.

☐Rights purchased and payment policy negotiable. Contact John Broderick with a query letter. Company replies in 3 weeks.

B.T. Enterprises, 10-B Carlough Road, Bohemia, NY 11716. (516) 567-8155.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): TRS-DOS. Currently publishing twenty packages, one of which is **Nice**, written by an independent.

☐Rights purchased and payment policy vary and are negotiable. Contact Alan Rosen for current guidelines. Company replies in 1 week.

Business & Professional Software, 143 Binney Street, Cambridge, MA 02142. (617) 491-3377.

☐Type(s) of material purchased: Business and professional (accounting, legal, etc.) software. "We want programs that interface with our existing software. Contact us with ideas along these lines." Operating system(s): Apple DOS, PC-DOS, and Wang DOS. Bought one independent package of eight published last year.

☐Rights purchased and payment policy are negotiable. Contact George Meyfarth with a query letter. Company replies in 3 to 4 weeks.

C & H Video, 110 West Caracas Avenue, Hershey, PA 17033. (717) 533-8480.

☐Type(s) of material purchased: Business and home software. Operating system(s): Apple DOS.

☐Rights purchased and payment policy vary and are negotiable. Contact Bruce Cash for current guidelines. Company replies in 3 weeks.

Cascade Computerware Company, 1110 75th Street, Everett, WA 98203. (206) 355-6121.

☐Type(s) of material purchased: All applications software. Operating system(s): Commodore.

☐ Rights purchased and payment policy vary. Contact Kent Abendroth for current guidelines. Company replies in 3 weeks.

Cavri Systems, Inc., 26 Trumbull Street, New Haven, CT 06511. (203) 562-4979.

☐ Type(s) of material purchased: Games and educational software. "Educational programs must be just that—not drill-and-practice." Operating system(s): Apple DOS, Atari DOS, Commodore DOS, DEC, and IBM PC-DOS.

☐ Buys all rights. Payment policy varies and is negotiable. Contact Marc D. Schwartz with a query letter. Company replies in 3 weeks.

Cawthon Scientific Group, 24224 Michigan Avenue, Dearborn, MI 48124. (313) 565-4000.

☐ Type(s) of material purchased: Business communications, engineering, math, and utilities software. Operating system(s): CP/M, CP/M-86, and MS-DOS. A current example of their work is a computer-Telex link (CTL). CSG published no independent packages last year, but is seeking software writers to work under contract on current projects.

☐ Rights purchased and payment policy are negotiable in all cases. Contact Marty Cawthon with a query letter. Company replies in 3 weeks.

C E Software, 238 Exchange Street, Chicopee, MA 01013. (413) 592-4761.

☐ Type(s) of material purchased: Games ("Hi-res, machine language") and business applications software. Operating system(s): Apple DOS and Atari DOS. "We market only programs for Apple and Atari." Last year nine out of ten programs published were from independents.

☐ Buys exclusive rights. Pays royalties. Write David C. Culbertson a query letter with brief description. Company replies in 2 weeks.

CE Software, 801 73rd Street, Des Moines, IA 50312. (413) 592-4761.

☐ Type(s) of material purchased: Business, games, educational, home, and utilities software. Operating system(s): Apple, Atari, TRS, and Xerox (all CP/M).

☐ Rights purchased and payment policy negotiable. Contact Donald Brown for current guidelines. Company replies in 3 weeks.

CGRS Microtech, Inc., P.O. Box 102, Langhorne, PA 19047. (215) 757-0284.

☐ Type(s) of material purchased: Business applications software. Operating system(s): PC-DOS. All packages published last year were from independents, including their popular word processor, **Copy-Writer**.

☐ Rights purchased and payment policy vary and are negotiable. Contact Joseph Swope with a telephone query. Company replies in 3 to 4 weeks.

Channel Data Systems, 4141 State Street, Santa Barbara, CA 93110. (805) 964-6695.

☐ Type(s) of material purchased: Business/professional and home/productivity software. Operating system(s): Commodore DOS.

☐ Rights purchased and payment policy vary. Contact E. A. (Andy) Anderson with a query letter. Company replies in 2 weeks.

Chase Data Systems, 8100 Reading Road, Cincinnati, OH 45237. (513) 821-3939.

☐ Type(s) of material purchased: Business/professional, home, and utilities software. Operating system(s): TRS-DOS (Oasis).

☐ Rights purchased and payment policy vary. Contact Alex M. Wilson with a query letter. Company replies in 2 weeks.

Child Ware Corporation, 4043 Bahannon Drive, Menlo Park, CA 94025. (415) 322-1071.

☐ Type(s) of material purchased: Educational and home/entertainment software. All packages submitted must have educational value. Operating system(s): Apple, Atari, and Commodore.

☐ Rights purchased and payment policy open. Contact Ramon Zamora with a query letter.

Citation Group, Inc., 13 Langhorne Road, Chalfont, PA 18914. (215) 233-0239.

☐ Type(s) of material purchased: Personal financial planning and self-development (psychological testing, etc.) software. Operating system(s): TRS-DOS. Citation is interested in programs similar to their recently published **Leadership Analysis** software. The company has also developed personal budgeting and financial planning programs. All software last year was staff-written.

☐ Purchase and payment policies vary and are flexible. Contact George P. Brown with a query letter. Company replies in 4 weeks.

Civil Engineering Software, 616 Stevens Avenue, Solana Beach, CA 92075. (714) 481-3202.

☐ Type(s) of material purchased: Civil engineering software. Operating system(s): CP/M and PC-DOS. CES offered two packages last year, both from independents. One is a pipe-network analysis program, and the other is **EZ-Cogo**, a coordinate geometry package.

☐ Buys all rights and pays royalties, but is willing to make "individual arrangements with authors." Contact Anne Machen with a query letter or phone call. Company replies in 2 weeks.

Cleva ComputerWare, 92 Wycoff Street, Brooklyn, NY 11201. (212) 875-1207.

☐ Type(s) of material purchased: Home/entertainment/personal/pro-

ductivity and utilities software. Operating system(s): Timex/Sinclair.

☐ Rights purchased and payment policy vary. Contact Eva M. Gonzales with a query letter. Company replies in 2 weeks.

"Cload/Chromasette," Box 1448, 1525 State Street, #3, Santa Barbara, CA 93102. (805) 962-6271.

☐ Type(s) of material purchased: Educational, home, and utilities software. Operating system(s): TRS-DOS and cassette. All 200 programs published last year were from independents. "Cload/Chromasette" is a magazine published on disk and tape for TRS I, II, and IV owners, as well as Color Computer fans with disk or tape OS. Ask for their catalog.

☐ Buys all rights. Pays lump sum. Contact Grady J. Bell IV with a query letter or phone call. Company replies in 8 weeks.

Clovis Laboratory Software, 5680 East Alluvial, Clovis, CA 93612. (209) 298-1276.

☐ Type(s) of material purchased: Business and medical software. Operating system(s): Apple and PC (UCSD).

☐ Rights purchased and payment policy negotiable. Contact E.J. Hendricks with a query letter. Company replies in 3 weeks.

Cognitec, 704 Nob Avenue, Del Mar, CA 92014. (619) 755-1258.

☐ Type(s) of material purchased: Business and home/personal/productivity software. Operating system(s): TRS.

☐ Rights purchased and payment policy vary. Contact Howard Cohen with a query letter. Company replies in 3 weeks.

Color Software Services, Box 1708, Greenville, TX 75401. (214) 454-3674.

☐ Type(s) of material purchased: Business (small), financial, and home-use software. Operating system(s): Radio Shack Color DOS. Bought all eight of last year's published packages from independents. One of the more interesting is **Colorsoft Management Skills Series I: Being Boss** by Terry Baker. "Software submitted must be well-documented and sample entries/outputs should be included."

☐ Buys all rights. Pays royalties. Contact Frank L. Brandon with a query letter. Company replies in 4 weeks.

Columbia Software, P.O. Box 2235, Columbia, MD 21045. (301) 997-3100.

☐ Type(s) of material purchased: Business, educational, home/entertainment, and wholesale-distribution software. Operating system(s): Apple.

☐ Buys exclusive or non-exclusive marketing rights. Payment policy varies. Contact John Pendelides with a query letter.

Comm Data Computer House, 320 Summit Street, Milford, MI 48042. (313) 685-0113.

☐ Type(s) of material purchased: Educational, games (arcade), and utilities software. Operating system(s): Commodore PET, VIC-20, and 64. One-fifth of packages published last year were from independents, an example of which is **French Nouns**. "When you are asked to submit your program, we will be glad to sign a non-disclosure agreement if you include one. Most of our programs were rejected the first time around, then accepted when our suggested improvements were made."

☐ Buys all rights. Pays royalties (20 to 30%). Contact Lawrence Jones with a query letter or request for guidelines. Company replies in 2 weeks.

Commodore Business Machines, Inc., 1200 Wilson Drive, King of Prussia, PA 19406. (215) 431-9100.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): Commodore.

☐ Buys all rights. Payment policy negotiable. Contact Software Acquisitions Department with a query letter. Company replies in 3 weeks.

Communitree Group, Inc., 470 Castro Street, San Francisco, CA 94114. (415) 861-8733.

☐ Type(s) of material purchased: Business, educational, home, and utilities software. Operating system(s): Apple DOS, PC-DOS, and TRS-DOS.

☐ Buys all rights. Pays royalties. Contact Dean Gengle for current guidelines. Company replies in 3 weeks.

Compass, 10170 Linn Station Road, #170, Louisville, KY 40223. (502) 426-8589.

☐ Type(s) of material purchased: Business and religious institutions-management software. Operating system(s): OS-DOS.

☐ Rights purchased and payment policy open. Contact Richard O'Bryan with a query letter. Company replies in 4 weeks.

Comprehensive Software, 2316 Artesia Boulevard, Suite B, Redondo Beach, CA 90278. (213) 318-2561.

☐ Type(s) of material purchased: Business, educational, and utilities software. Operating system(s): HZ, PC, and TRS (all MS-DOS).

☐ Rights purchased and payment policy open. Contact Lora Meise with "a letter of introduction." Company replies in 3 weeks.

Computalker Consultants, 1730 21st Street, Santa Monica, CA 90404. (213) 828-6546.

☐ Type(s) of material purchased: Signal-processing software. Operating system(s): TI (utilizing MS320 chip). One current package, a waves speech signal package, is by an independent. "Programmers must be experienced in signal processing."

☐ Purchases all rights outright. Contact Lloyd Rice with a query letter. Company replies in 2 weeks.

Compu-TATIONS, Inc., Box 502, Troy, MI 48099. (313) 689-5059.

☐ Type(s) of material purchased: Educational software. Operating system(s): Apple DOS, Atari, PC-DOS. Current best-sellers include **Spelling Bee** and **Word Power**. Out of the six programs first published last year, four were from independents.

☐ Buys all rights. Payment policy is negotiable. Contact Charles James for current guidelines. Company replies in 4 weeks.

Computech, 975 Forest Avenue, Lakewood, NJ 08701. (201) 364-3005.

☐ Type(s) of material purchased: Business/professional software. Operating system(s): PC-DOS and TRS-DOS.

☐ Rights purchased and payment policy vary. Contact Baila Rosenblum with a query letter. Company replies in 2 weeks.

Computer Accounting Consultants, 554 Washington Street, Wellesley, MA 02181. (617) 237-6058.

☐ Type(s) of material purchased: Accounting, business, legal, and stock-brokering software. Operating system(s): CP/M and MS-DOS—DEC, Osborne, and PC.

☐ Rights purchased and payment policy vary. Contact Wallace Niedzwicki with a query letter or phone call.

Computer-Advanced Ideas, 1442A Walnut Street, #341, Berkeley, CA 94709. (415) 526-9100.

☐ Type(s) of material purchased: Educational, home, and utilities software. Operating system(s): Apple and PC (both MS-DOS).

☐ Rights purchased and payment policy vary and are negotiable. Contact Gary Schwartz for current guidelines. Company replies in 1 week.

Computer Age, 1827 Haight Street, #102, San Francisco, CA 94117. (415) 921-7792.

☐ Type(s) of material purchased: Business/professional, home, and utilities software. Operating system(s): MS-DOS and PC-DOS. Complete documentation must accompany software when submitted.

☐ Rights purchased and payment policy open. Contact Frederick Merchant with a query letter. Company replies in 3 weeks.

Computer Assisted Instructions, 6115 28th Street S.E., Grand Rapids, MI 49056. (616) 942-2891.

☐ Type(s) of material purchased: Educational CAI software. Operating system(s): Apple, Atari, Commodore, and TRS (all CP/M).

☐ Rights purchased and payment policy open. Contact Harry Weaver with a query letter. Company replies in 3 weeks.

Computer Barn, 319 Main Street, Salinas, CA 93901. (408) 757-0788.

☐Type(s) of material purchased: Business, educational, home, and utilities software. Operating system(s): Apple, Commodore, and PC (all CP/M).

☐Rights purchased and payment policy open. Contact Mark Vanderbilt with a query letter. Company replies in 3 weeks.

Computer Consultants, 312 Hoyt Street, Dunkirk, NY 14048. (716) 366-0766.

☐Type(s) of material purchased: Business/professional and retailing software. Operating system(s): TRS/LDOS.

☐Contact S.J. Michalak with a query letter. "When you write, let us know what sales terms you prefer." Company replies in 4 weeks.

Computer Consultants of Iowa, Inc., 999 44th Street, Marion, IA 52302. No telephone listed.

☐Type(s) of material purchased: Games, home, and utilities software. Operating system(s): Apple, Atari DOS, and TRS-DOS.

☐Rights purchased and payment policy vary. Contact Elliot C. Jolesch for current guidelines. Company replies in 4 weeks.

Computer House, 1407 Clinton Road, Jackson, MI 49202. (517) 782-2132.

☐Type(s) of material purchased: Business, engineering, legal, library, real-estate, scientific, and utilities software. Operating system(s): Apple DOS and Commodore.

☐Rights purchased and payment policy vary and are negotiable. Contact C. Ziegler, Jr., for current guidelines. Company replies in 3 weeks.

Computer Innovations, Inc., 980 Shrewsbury Avenue, Tinton Falls, NJ 07724. (201) 530-0995.

☐Type(s) of material purchased: Utilities, "primarily related to the use of C language." Operating system(s): CP/M-86 and MS-DOS. "We do not wish to receive source code unless absolutely necessary to make an evaluation."

☐Prefers to buy exclusive rights, but will negotiate. Pays royalties. Contact Peter A. Otteson with a query letter. Company replies in 2 to 3 weeks.

Computer Mathware, Box 1327, Princeton, NJ 08540. (609) 924-6582.

☐Type(s) of material purchased: Business/professional and home software. Operating system(s): DEC, HP, PC, and Textronix (all MS-DOS).

☐Rights purchased and payment policy vary. Contact Norman D. Winarsky with query letter. Company replies in 3 weeks.

Computer Products International, 3225 Danny Park, Metairie, LA 70002. (504) 455-5330.

- ☐Type(s) of material purchased: Adult-entertainment software. Operating system(s): Apple DOS (CP/M).
- ☐Buys all rights. Pays royalties. Write Dan Ellis for current guidelines.

Computer Solutions, Inc., 15490 N.W. Seventh Avenue, #204, Miami, FL 33149. (305) 685-8744.

- ☐Type(s) of material purchased: Business software. Operating system(s): IBM 34 SSP and 36 (RPG II).
- ☐Buys all rights. Pays base sum plus bonuses. Contact Alan Gnaizda with a query letter. Company replies in 4 weeks.

Computer Store International, 1251 Broadway, El Cajon, CA 92021. (714) 579-8066.

- ☐Type(s) of material purchased: Business and utilities software. Operating system(s): Apple, Atari, Commodore, and PC-DOS.
- ☐Rights purchased and payment policy vary. Contact J. Wayne Allen with a query letter. Company replies in 4 weeks.

Computer Systems Consultants, 1454 Latta Lane N.W., Conyers, GA 30207. (404) 483-1717.

- ☐Type(s) of material purchased: Business and utilities software in C language. Operating system(s): FLEX and OS/9. CSC published 35 packages last year—and not one was from an independent! Mr. Pass knows that there are debugging sleuths, translation programmers, and like geniuses out there, and he wants to see your stuff.
- ☐Rights purchased varies. Pays royalties. Contact E.M. Pass with a query letter. Company replies in 2 weeks.

Computer's Voice, 2370 Ella Drive, Flint, MI 48504. (313) 238-5585.

- ☐Type(s) of material purchased: Games and educational software. Operating system(s): Atari DOS. "Software must be menu-driven."
- ☐Buys all rights. Pays royalties. Contact Ken Kellogg with a query letter or guidelines request. Company replies in 2 months.

Compuware Corporation, 1008 Abington Road, Cherry Hill, NJ 08034. (609) 428-2309.

- ☐Type(s) of material purchased: Business, home, scientific, and utilities software. Operating system(s): TRS-DOS.
- ☐Rights purchased and payment policy negotiable. Contact Michael J. Ceglia with a query letter. Company replies in 3 weeks.

ComSoft, Box 241863, Village Station, West Los Angeles, CA 90024. (213) 649-0369.

- ☐Type(s) of material purchased: Business/professional, home, real-estate, and utilities software. Operating system(s): PC-DOS and TRS-DOS.

☐ Rights purchased vary. Pays royalties. Contact J. Anthony Borrás with a query letter. Company replies in 3 to 4 weeks.

Comtronic Systems, 4028 Somerset Lane, Kent, WA 98032. (206) 852-6841.

☐ Type(s) of material purchased: Business/professional, personal, and real-estate software. Operating system(s): TRS/NewDOS.

☐ Rights purchased and payment policy vary. Contact Jeffrey Dantzler with a query letter. "In your letter, highlight your program's benefits to the user." Company replies in 2 weeks.

Condor Computer Corporation, 2051 South State, Ann Arbor, MI 48104. (313) 769-3988.

☐ Type(s) of material purchased: Business/professional software. Operating system(s): Apple, PC, TRS, and Xerox (all CP/M).

☐ Rights purchased and payment policy open. Contact Phillip S. Ingebo with a query letter or guidelines request. Company replies in 1 to 4 weeks.

Conduit, University of Iowa, Oakdale Campus, Iowa City, IA 52242. (319) 353-5789.

☐ Type(s) of material purchased: Educational and family-oriented software. Operating system(s): Apple, PC, and PCjr.

☐ Buys exclusive marketing rights. Pays royalties (15% retail). Contact Hal Peters for current guidelines (telephone calls OK). Company replies in 4 to 26 weeks.

Consultant Systems, Inc., 3704 State Street, #311, Santa Barbara, CA 93105. (805) 682-8927.

☐ Type(s) of material purchased: Business, educational, real-estate, and utilities software. Operating system(s): Altos, Apple, Osborne, PC, and TRS (all CP/M). The company is also willing to review home-oriented software.

☐ Rights purchased and payment policy negotiable. Contact Software Review Manager with a query letter. Company replies in 4 weeks.

Contel Information Systems, 4330 East-West Highway, #200, Bethesda, MD 20814. (301) 654-9120.

☐ Type(s) of material purchased: Business/professional software. Operating system(s): DEC. Publishes and distributes 25 packages.

☐ Rights purchased and payment policy vary. Contact J. P. Feldmann for current guidelines. Company replies in 2 weeks.

Contex Systems, 1095 Shary Circle, Conrad, CA 94518. (415) 687-4727.

☐ Type(s) of material purchased: Business software. Operating system(s): TRS-DOS (CP/M).

☐ Rights purchased and payment policy negotiable. Contact Charles Teague for current guidelines. Company replies in 3 weeks.

Context Management Systems, Inc., 23868 Hawthorne Boulevard, Torrance, CA 90505. (213) 378-8277.

☐ Type(s) of material purchased: Business and business-management software. Operating system(s): PC-DOS (utilizing UCSD Pascal). Bought no independent packages last year.

☐ Buys all rights. Payment policy negotiable. Contact Elizabeth Hoxie with a query letter. Company replies in 1 week.

Continental Software, Inc., 11223 South Hindry Avenue, Los Angeles, CA 90045. (213) 410-3977.

☐ Type(s) of material purchased: Business, home/productivity, and utilities (debugging) software. Operating system(s): CP/M, Apple, Atari, PC, and TRS.

☐ Continental's packages—including **The Home Accountant**, the world's best-selling home financial management program—are carried by over 2,000 stores nationally. Continental is a canny, aggressive marketer, well worth contacting if your work is first-rate and salable to a large segment of micro owners.

☐ Buys all rights. Pays royalties, with some advances. Contact J. Lewis for current guidelines. Company replies in 2 weeks.

Control Data Publishing, 8100 34th Avenue South, HQBO1Q, Minneapolis, MN 55440. (612) 853-3113.

☐ Type(s) of material purchased: Educational games and simulations, computer tools for home users, and information- and financial-management utilities. Operating system(s): All micro DOS.

☐ Rights purchased and payment policy negotiable. Write Acquisitions Editor for current guidelines. Company replies in 2 to 4 weeks.

Cornerstone Software, Box 5151, San Jose, CA 95150. (408) 996-8560.

☐ Type(s) of material purchased: Dental, medical, real-estate, retailing, and utilities software. Operating system(s): CP/M and MS-DOS. CS is interested in all applications; those listed above are "first choices."

☐ Rights purchased and payment policy vary. Contact Donna Shelnut for current guidelines. Company replies in 2 weeks.

Cosmopolitan Electronics Corporation, 5700 Plymouth, Ann Arbor, MI 48017. (800) 392-3785.

☐ Type(s) of material purchased: See below. Operating system(s): See below.

☐ Query by mail for current needs. Contact Vernon B. Hestor with a query letter. Enclose a #10 SASE. Company replies in 2 weeks.

Cosmos Computers, Inc., 512 Hartnell Place, Sacramento, CA 95825. (916) 920-1511.

☐ Type(s) of material purchased: Business software. Operating system(s): Oasis.

☐ Buys all rights. Payment policy negotiable. Contact Murray L. Wanger with a query letter.

Counterpoint Software, Inc., Shelard Plaza North, #140, Minneapolis, MN 55426. (612) 544-4720.

☐ Type(s) of material purchased: Educational and home software. Operating system(s): Apple, Atari, Commodore, PC, and TRS.

☐ Rights purchased and payment policy vary and are negotiable. Contact Mark Dunn with a query letter. Company replies in 2 weeks.

Countryside Data, Inc., 718 North Skyline Drive, #201, Idaho Falls, ID 83402. (208) 529-8576.

☐ Type(s) of material purchased: Business, agricultural, "and related" software. Operating system(s): CP/M 80, CP/M 86, and MS-DOS. Four of eight packages published last year were from independents: **AG-Finance**, **AG-Marketer**, **AG-Payroll**, and **AG-Planner**.

☐ Rights purchased and payment policy "depend upon the program." Contact Phil Stowe with "letter or call—whatever they like." Company replies in 10 weeks.

CPA Software & Systems, 121 East Pike's Peak Road, #323, Colorado Springs, CO 80903. (303) 473-1671.

☐ Type(s) of material purchased: Business/professional and restaurant-management software. Operating system(s): CP/M and Compupro.

☐ Rights purchased and payment policy vary. Contact Jack Francis with a query letter (send input and output samples, too) or guidelines request. Company replies in 1 to 3 weeks.

Craftsbury Software, 1623 Montague Street N.W., Washington, DC 20011. (202) 727-5843.

☐ Type(s) of material purchased: Business and home/personal/productivity software. Operating system(s): Apple and PC. Package, including the manual, must be completely debugged and user-ready.

☐ Rights purchased and payment policy open. Contact Howard Simkowitz with a query letter. Company replies in 4 to 6 weeks.

Crane Software, Inc., 16835 Algonquin, #611, Huntington, CA 92649. (714) 846-8005.

☐ Type(s) of material purchased: Utilities software. Operating system(s): Apple DOS.

☐ Rights purchased and payment policy vary. Contact Carole L. Crane for current guidelines. Company replies in 3 weeks.

Creative Programming, Inc., 750 West Algonquin Road, Arlington Heights, IL 60005. (312) 981-1310.

☐Type(s) of material purchased: Educational and home/entertainment/personal/productivity software. Operating system(s): Apple, Atari, Commodore, NEC, TRS, and TI. CP's chief concern is that all their published packages—62 at last count—live up to the company name.

☐Rights purchased and payment policy vary. Contact Jeff Simonds with a query letter. Company replies in 3 weeks.

Crestwood Micro Systems, Inc., 331A Fairview Avenue, West Hurley, NY 12491. (914) 679-5102.

☐Type(s) of material purchased: Educational software. Operating system(s): Apple and PC.

☐Rights purchased and payment policy open. Contact Philip Fredenburg with a query letter. Company replies in 4 weeks.

Cromemco, Inc., 280 Bernardo Avenue, Mountain View, CA 94043. (415) 964-7400.

☐Type(s) of material purchased: Business software. Operating system(s): Cromemco. Another manufacturer looking for packages to increase the hardware's salability. Their markets—and interests—are strictly business.

☐Rights purchased and payment policy vary. Contact Software Submissions Director for current guidelines. Company replies in 2 to 3 weeks.

CTI, 1455 South State Street, #3, Orem, UT 87057. (801) 224-1169.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): Apple DOS and PC-DOS.

☐Rights purchased and payment policy vary. Contact Product Development Manager for current guidelines. Company replies in 2 weeks.

Custom Data, 1100 New York Avenue, Alamogordo, NM 88310. (505) 434-1096.

☐Type(s) of material purchased: Communications and church-management software. Operating system(s): PC-DOS and TRS-DOS. Bought no packages from independents last year. Currently marketing eleven staff-written publications. "Work must be fast and easy to use, even by novices."

☐Buys all rights. Pays royalties. Contact John Parker with a query letter. Company replies in 2 weeks.

Cyberia, Inc., 2330 Lincoln Way, Box 784, Ames, IA 50010. (515) 292-7634.

☐Type(s) of material purchased: Games and engineering software. Operating system(s): Apple DOS, Commodore, Epson, and PC-DOS. Of 12

packages published, two are from independents. **Farm Manager** (staff-written) is their best seller to date. "Both the program and documentation must be organized and written well."

☐ Rights purchased vary and are negotiable. Pays royalties. Contact Iraj Paydar for current guidelines. Company replies in 2 to 4 weeks.

Cybernetics, Inc., 8041 Newman Avenue, #208, Huntington Beach, CA 92647. (714) 848-1922.

☐ Type(s) of material purchased: Business/professional and utilities software. Operating system(s): TRS-DOS (CP/M, Oasis).

☐ Rights purchased and payment policy negotiable. Contact Joe Sheldon for current guidelines. Company replies in 2 weeks.

Cyber-Tech, Box 924, Chatsworth, CA 91311.

☐ Type(s) of material purchased: Business, home, and utilities software. Operating system(s): TRS-DOS.

☐ Rights purchased and payment policy vary. Contact Ernest Longerich for current guidelines. Company replies in 1 week.

Cygnus Software, 8002 East Culver, Mesa, AZ 85207. (602) 986-5938.

☐ Type(s) of material purchased: Educational software (science and math). Operating system(s): Apple DOS. "We are interested in teacher-produced tutorial programs for grades 6 through 12."

☐ Buys non-exclusive rights. Pays royalties. Contact Wayne O. Williams for current guidelines. Company replies in 6 weeks.

D & M Software, 1306 South 56th Street, Tacoma WA 98408. (206) 473-4704.

☐ Type(s) of material purchased: Business, educational, and home software. Operating system(s): TRS (MS-DOS).

☐ Rights purchased and payment policy vary. Contact Don Scarberry with a query letter. Company replies in 4 weeks.

Daedalus Digital, Inc., 115-C Country Lane, Lafayette, LA 70508. (318) 981-3676.

☐ Type(s) of material purchased: Home/entertainment/personal/productivity software. Operating system(s): Commodore.

☐ Rights purchased and payment policy open. Contact Martin Kennedy with a query letter or phone call. Company replies in 1 to 4 weeks.

Data Access Corporation, 4221 Ponce de Leon, Coral Gables, FL 33146. (305) 446-0669.

☐ Type(s) of material purchased: Business and home/productivity software. Operating system(s): CP/M, MP/M, and MS-DOS. ("Must be developed in Dataflex.")

☐ Rights purchased and payment policy vary and are negotiable. Con-

tact Charles Casanave III with a query letter. Company replies in 2 weeks.

Data Base Research Corporation, 66 South Van Gordon, #155, Lakewood, CO 80228. (303) 987-2588.

☐Type(s) of material purchased: Business software. Operating system(s): CP/M.

☐Rights purchased and payment policy open. Contact Rich McConnell with a "detailed" query letter. Company replies in 2 to 4 weeks.

Data * Easy, 877 Bounty Drive, Foster City, CA 94404. (415) 571-8100.

☐Type(s) of material purchased: Business, home, legal, mail-order, wholesaling, and utilities software. Operating system(s): Compaq and PC. "A completed user's manual is a must."

☐Rights purchased and payment policy vary. Contact Kip Koehler with a query letter. Company replies in 2 weeks.

Data Equipment Supply Corporation, 8315 Firestone Boulevard, Downey, CA 90241. (213) 923-9361.

☐Type(s) of material purchased: "All types will be considered." Operating system(s): Commodore DOS.

☐The company publishes a wide variety of software, most of it for the Commodore 64. Recent efforts include a graphics generator, disk editor utility, and **Silly 64**, a comedy/entertainment package.

☐Buys all rights. Pays quarterly royalties. Contact Robert Johnson with a query letter. Company replies in 6 weeks.

Datamatics Management Services, 330 New Brunswick Avenue, Fords, NJ 08863. (201) 738-9600.

☐Type(s) of material purchased: Business (accounting and banking), educational and professional software (also welcomes all other applications and utilities). Operating system(s): Altos, Apple, Atari, Commodore, Datapoint, HP, Osborne, and IBM.

☐DMS is one of the largest micro software companies in the business, currently handling close to 500 packages. They've been in business for nearly two decades, dealing in micro software as long as anyone. They know how to sell.

☐Rights purchased and payment policy are negotiable. Contact Norman Heinle for current guidelines. Company replies in 4 weeks.

Datamed Research, Inc., 1433 Roscomare Road, Los Angeles, CA 90007. (213) 472-8825.

☐Type(s) of material purchased: Medical software. Operating system(s): Altos, Apple, Cromemco, DEC, NEC, Osborne, PC, TI, and TRS. "Your program should run under UCSD Pascal."

☐Current payment policy and rights purchased vary with each pack-

age. Write James Gagne for current guidelines. Company replies in 3 weeks.

Datamost, 8943 Fulbright Avenue, Chatsworth, CA 91311. (213) 709-1202.

☐ Type(s) of material purchased: Business, consumer games, professional, real-estate, and utilities software. Especially seeking arcade and adventure-type games and recreational software. Operating system(s): Apple, Atari, Commodore, IBM, and Panasonic. All current packages were written by independents.

☐ Buys all rights. Payment policy is negotiable. Contract writers are also needed for conversion/translation work on current projects. Contact Gary Koffler for current guidelines. Company replies in 2 weeks.

Datasoft, Inc., 19808 Nordhoff Place, Chatsworth, CA 91311. (213) 701-5161.

☐ Type(s) of material purchased: Educational, entertainment, and home/productivity software. Operating system(s): All micro DOS. Twelve of 35 packages published last year were from independents. DI publishes and markets **Zaxxon**, **Letter Wizard**, and **Dollar**, three very popular—and diverse—products.

☐ Rights purchased varies. Pays royalties. Contact Jean Stedman for current guidelines. Company replies in 4 weeks.

DB Software, Inc., 2802 S.W. Meyers Drive, Gresham, OR 97030. (503) 666-8162.

☐ Type(s) of material purchased: Business software. "We specialize in business applications only." Operating system(s): MS-DOS, PC-DOS, and TRS-DOS. **Payroll Plus**—one of three packages published last year—was by an independent.

☐ Rights purchased varies. Pays royalties. Contact Daniel A. Booth with a "descriptive" query letter. Company replies in 6 weeks.

Decision Resources, 44 White Birch Road, Weston, CT 06883. (203) 222-1974.

☐ Type(s) of material purchased: "Business graphics: charts, graphs, diagrams, maps, text, etc." Operating system(s): BASIC.

☐ The two packages published last year were **Chart-Master**, a program that creates bar, line, pie, area, and scatter charts; and **Sign-Master**, which creates tables, outlines, headlines, and other text pages. Neither was by an independent. "Programs must be designed for easy entry and production on the screen, printer, and plotter."

☐ Rights purchased and payment policy vary and are negotiable. Contact Sean O'Connor with a query letter. Company replies in 4 to 8 weeks.

Decision Support Software, Inc., 1300 Vincent Place, McLean, VA 22101. (703) 241-8316.

☐Type(s) of material purchased: Business decision-support systems. Operating system(s): MS-DOS and PC-DOS. DSS publishes **Multiplan** which, in conjunction with their **Business Accountant** package and a spreadsheet, forecasts taxes and future budgets for the small business.

☐Rights purchased and payment policy vary and are negotiable. Contact Ernest H. Forman with a query letter.

M.C. Decker, Inc., Box 136, Nipomo, CA 93444. (805) 929-1346.

☐Type(s) of material purchased: Business, scientific, and utilities software. Operating system(s): CP/M and MS-DOS.

☐Rights purchased and payment policy vary. Contact Georgia Decker with a query letter. Company replies in 3 weeks.

Designer Software, 3400 Montrose, #718, Houston, TX 77006. (713) 520-8221.

☐Type(s) of material purchased: Information-processing software (databases, word processing, and similar packages). Operating system(s): All CP/M systems. DS publishes the **Palantir** software series. The **Word Processor** was staff-written, and the **File+** file handler is from an independent.

☐Rights purchased and payment policy vary and are negotiable. Contact Bill Radding for current guidelines. Company replies in 1 to 2 weeks.

Design Solution, Inc., Box 1225, Fayetteville, AR 72701. (501) 521-0281.

☐Type(s) of material purchased: Home/productivity, scientific, and utilities software. Operating system(s): TRS (MS-DOS).

☐Rights purchased and payment policy vary and are negotiable. Contact John H. Goss with a query letter or guidelines request.

Dickens Data Systems, 3050 Holcomb Building, #A, Norcross, GA 30071. (404) 448-6177.

☐Type(s) of material purchased: Business/professional and legal software. Operating system(s): CP/M, MP/M, and Xenix (8" disk). "Submit your software for evaluation on a PC-formatted 8" disk."

☐Write Gordon L. Dickens III for current guidelines. Company replies in 2 to 3 weeks.

Digital Equipment Corporation, 15490 N.W. Seventh Avenue, #204, Miami, FL 33149. (305) 685-8744.

☐Type(s) of material purchased: Business software. Operating system(s): DEC.

☐Buys all rights. Pays base sum plus bonuses. Contact Gary Mikkola with a query letter. Company replies in 4 weeks.

Digital Marketing Corporation, 2363 Boulevard Circle, Walnut Creek, CA 94595. (415) 947-1000.

☐ Type(s) of material purchased: Business and word-processing software. Operating system(s): CP/M, CP/M-86, and MS/PC-DOS.

☐ DMC buys all their packages from independents and is among the best and most aggressive of companies. Their package and evaluation guidelines are well-organized and efficient, and they are attuned to the needs and concerns of independents. Chances are excellent that if they buy it, it will sell.

☐ Rights purchased and payment policy vary and are negotiable. Contact Eric J. Matson with a call to (800) 826-2222. Company replies in 6 weeks.

DISCO-TECH, 600 B Street, Santa Rosa, CA 95402. (707) 523-1600.

☐ Type(s) of material purchased: Civil and structural engineering, architectural, and land surveying software. Operating system(s): MS-DOS, TurboDOS, CP/M-80 and 86, MP/M-80 and 86.

☐ Last year, DISCO-TECH bought 25% of their published packages from independents. Example: **Survey 2000**, a four-program package reading the same three-dimensional files. "Packages must be well-documented and user-friendly. We want high-quality programs only."

☐ Rights purchased and payment policy "vary from case to case." Contact Ed Henry with a query letter. Company replies in 12 weeks.

The Discount Software Group, 10301 West Jefferson Boulevard, Culver City, CA 90230. (213) 837-5141.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): All 8- and 16-bit micro systems.

☐ DSG is a distributor of established software products. As such, you shouldn't contact them with an unpublished product. But if you have sold non-exclusive rights to a publisher, contact them to see if they'd be interested in taking on your program. They are interested in anything that has a market. What's more, their service and support system is among the best, so you may end up with greatly enhanced software and additional money.

☐ Contact Ron Dennis with a query letter.

Discovery Games, 1220 Fourth Avenue S.W., #203, Rochester, MN 55902. (612) 488-6843.

☐ Type(s) of material purchased: Games—educational, historical simulations, and war. Operating system(s): Altos 8" (CP/M), Apple DOS, Atari, Commodore Pet, and TRS Model I.

☐ One of last year's two published packages was by an independent. Three typical offerings: **Lafayette Escadrille**, **Chennault's Flying Tigers**, and **Winged Samurai**. DG knows how to advertise and market action games. If yours is accepted, it should do well.

☐ Buys all rights. Pays royalties. Contact Ross W. Maker for current guidelines. Company replies in 4 weeks.

DLM, Inc., #1 DLM Park, Allen, TX 75002. (214) 248-6300.

☐ Type(s) of material purchased: Educational software. Operating system(s): Apple DOS.

☐ Buys exclusive marketing rights. Pays royalties. Contact R & D Department for current guidelines. Company replies in 2 weeks.

Don't Ask Software, Inc., 2265 Westwood Boulevard, #B-150, Los Angeles, CA 90064. (213) 477-4514.

☐ Type(s) of material purchased: Business/professional, consumer, educational, games, and utilities software. Operating system(s): Apple DOS, Atari, and Commodore.

☐ Most packages published are from independents, such as **Teletari**. "We like to see any and all high-quality, fully developed software that isn't a me-too copy with a variation or two. Make it easy and flexible the first time out. Develop and test fully before you contact us."

☐ Buys all rights. Payment policy varies. Contact Sam Cohon for current guidelines. Company replies in 1 week.

Dorsett Educational Systems, Inc., Box 1226, Norman, OK 73070. (405) 288-2300.

☐ Type(s) of material purchased: Business, educational, and home/personal/productivity software. Operating system(s): All DOS.

☐ Rights purchased and payment policy vary. Contact Lloyd Dorsett with a query letter. Company replies in 3 weeks.

Downeast Digital, P.O. Box 286, RD #1, Solon, ME 04979. (207) 643-2437.

☐ Type(s) of material purchased: Medical laboratory programs. Operating system(s): CP/M and TRS-DOS. Downeast bought 50% of its published software from independents last year.

☐ Rights purchased varies. Pays royalties. Contact Wynne Keller for current guidelines. Company replies in 6 weeks.

Dr. Software, 1199½ Edgemound Drive, Santa Barbara, CA 93105. (805) 962-3029.

☐ Type(s) of material purchased: Business, home, scientific, sports, and utilities software. Operating system(s): CP/M and MS-DOS.

☐ Rights purchased and payment policy vary. Contact James Dunbrack for current guidelines. Company replies in 2 to 3 weeks.

Duosoft Corporation, 1803 Woodfield Drive, Savoy, IL 61874. (217) 356-2818.

☐ Type(s) of material purchased: Banking, business/professional, credit

union, and educational software. Operating system(s): Apple DOS, MS-DOS, PC-DOS, TRS-DOS, and USCD. "Most" packages published last year were from independents. One was **Participative Management Skills**. "A big plus for acceptance is system-to-system transportability." ☐ Rights purchased negotiable. Pays royalties. Contact Cliff Emerick for current guidelines; phone call OK. Company replies in 2 to 3 weeks.

Dynamic Microprocessor Associates, 545 Fifth Avenue, New York, NY 10017. (212) 687-7115.

☐ Type(s) of material purchased: Business, home, and utilities software. Operating system(s): CP/M.

☐ Rights purchased and payment policy vary. Contact Howard Radin with a query letter. Company replies in 4 weeks.

Earthware Computer Services, 2386 Spring Boulevard, Eugene, OR 97403. (503) 344-3383.

☐ Type(s) of material purchased: Games "with educational content." Operating system(s): Apple DOS.

☐ Earthware's "educational content" restriction is liberal and open to wide interpretation, if their most recent package is any indication. In January, they introduced **Black Belt**, an arcade game based on Tae kwon Do. Object: teach hackers to become choppers.

☐ Buys exclusive rights. Pays royalties. Contact Donna Goles for current guidelines. Company replies in 3 weeks.

Ed-Sci Development, 1412 River Oaks Drive, Modesto, CA 95356. (209) 545-3656.

☐ Type(s) of material purchased: Agricultural, business, educational, medical, and pharmaceutical software. Operating system(s): Apple DOS.

☐ Rights purchased and payment policy open. Contact Martin S. Cohen, M.D., with a query letter. Company replies in 3 weeks.

Educational Activities, Inc., 1937 Grand Avenue, Baldwin, NY 11510. (516) 223-4666.

☐ Type(s) of material purchased: Educational simulation and tutorial software. Operating system(s): Apple DOS, Commodore, and TRS-DOS.

☐ All of EA's several hundred packages are written by teachers and educators: "Our programmers all have an education background, or they work closely with educators. All of our programs are very interactive, involving the pupil to a very high degree."

☐ Rights purchased negotiable. Pays royalties. Contact Martin J. Batey for current guidelines. Company replies in 4 weeks.

Educational Computing Systems, 136 Fairbanks Road, Oak Ridge, TN 37830. (615) 483-4915.

☐Type(s) of material purchased: Educational and scientific software. Operating system(s): Apple DOS 3.3, Osborne, and PC-DOS. Last year, all published packages were from independents. Three of them are **School Record**, **Rock Cycle**, and **Water Cycle**. "We publish CAI programs, so programmers should be teachers, or should work with teachers in developing their software."

☐Rights purchased varies. Pays royalties. Contact David Garner for current guidelines. Company replies in 2 to 3 weeks.

Educational Courseware, 67A Willard Street, Hartford, CT 06105. (203) 247-6609.

☐Type(s) of material purchased: Educational software: tutorials, drill-and-practice, games, simulations, and utilities. Operating system(s): Apple DOS. Bought two of three packages from independents last year. One is the **Teacher Create Mini-Authoring Series**, "designed to help teachers create lessons/tests in any subject using standard English. We would also like to see business software for schools and other educational institutions."

☐Buys all rights. Payment policy varies. Contact Victor C. King with a query letter or phone call. Company replies in 2 weeks.

Educational Programs, Box 2345, West Lafayette, IN 47906. (317) 463-4778.

☐Type(s) of material purchased: Games, educational, and home software. Operating system(s): TRS. EP is a company that has outgrown its name, now offering a variety of people-oriented packages for TRS owners. Stress your program's salability.

☐Rights purchased and payment policy vary. Contact Grayson H. Wheatley with a query letter or guidelines request. Company replies in 2 weeks.

Educational Software & Design, Box 2801, Flagstaff, AZ 86003. (602) 526-9582.

☐Type(s) of material purchased: Educational games and CAI. Operating system(s): TRS-DOS. Bought no packages from independents last year.

☐Rights purchased negotiable. Pays royalties. Contact John H. Friend with a query letter. Company replies in 2 to 4 weeks.

Education Turnkey Systems, 256 North Washington, Falls Church, VA 22046. (703) 536-2310.

☐Type(s) of material purchased: Educational software. Operating system(s): Apple DOS, North Star, and PC-DOS (MS-DOS).

☐Rights purchased and payment policy vary. Write Alfred Morin for current guidelines. Company replies in 2 weeks.

Edu-Comp, Inc., 14109 Southeast 168th Street, Renton, WA 98055. (206) 255-7410.

☐Type(s) of material purchased: Educational games, simulations, tutorials, and CAI software. Operating system(s): Apple DOS.

☐Buys all rights. Pays royalties. Contact Bill Massena for current guidelines. Company replies in 2 weeks.

Eduware Services, Inc., 28035 Dorothy Drive, #22222, Agoura Hills, CA 91301. (213) 706-0661.

☐Type(s) of material purchased: Educational—tutorials, simulations, constructive games. "Our product focus is in three lines—instructional software for institutions and consumers, intellectually challenging games, and realistic social- or physical-phenomena simulations." Operating system(s): Apple DOS, Commodore 64, PC-DOS, and PCjr.-DOS. Publishes 30 packages per year, 10 to 15 of them from independents. "We will sign a reasonable non-disclosure form if the author sends one before submission of a program."

☐Buys exclusive rights. "Usually" pays royalties. Contact Douglas J. Sietsema, Ph.D. for current guidelines. Company replies in 2 to 6 weeks.

Efficient Management Systems, 5496 Haussner Drive, Concorde, CA 94521. (415) 672-0445.

☐Type(s) of material purchased: Business/professional and utilities software. Operating system(s): PC-DOS, TI-DOS, and Toshiba (CP/M).

☐Rights purchased and payment policy vary. Contact Theo Eliot with a query letter. Company replies in 3 to 4 weeks.

Elliam Associates, 24000 Bessemer Street, Woodland Hills, CA 91367. (213) 348-4278.

☐Type(s) of material purchased: Utilities software. Operating system(s): CP/M. "We've been in business since 1976, and we handle most micro disk formats." Elliam bought all its published software from independents last year. Products include an 8080 disassembler and file-and-directory utilities packages.

☐Buys non-exclusive rights. Pays royalties. Contact Bill Roch with a phone query. Company replies in 6 weeks.

Eltech Associates, 2466 Moreno Drive, Los Angeles, CA 90039. (213) 663-0347.

☐Type(s) of material purchased: Business/manufacturing software. Operating system(s): TRS-DOS. Bought no independent packages last year. "We look for programs from manufacturing specialists who thoroughly know their fields." An example is their **Manufacturing Inventory Control** package.

☐Rights purchased and payment policy are negotiable. Contact Edward Lane with a query letter. Company replies in 1 week.

Embassy Computer Products, P.O. Box 88, Little Neck, NY 11363. (212) 961-9806.

- ☐Type(s) of material purchased: Business, educational, and home/personal/productivity software. Operating system(s): Commodore.
- ☐Rights purchased and payment policy open. Contact Ronald Sommer with a descriptive query letter. Company replies in 2 weeks.

Emerald Software, 122 Bangor Street, Lindenhurst, NY 11757. (516) 226-5849.

- ☐Type(s) of material purchased: Home/personal/productivity and utilities software. Operating system(s): Commodore.
- ☐Rights purchased and payment policy vary. Contact Dino Rentos with a query letter. Company replies in 4 weeks.

Encyclopedia Britannica Education Corporation, 425 North Michigan Avenue, Chicago, IL 60611. (800) 554-9862.

- ☐Type(s) of material purchased: Educational software. Operating system(s): Apple DOS, TRS-DOS, "etc." Out of 100 packages last year, ten were from independents. Their needs are wide-ranging, from **Library Skills** to **Basic Electronics** and **Human Anatomy**, all written by independents.
- ☐Buys all rights. Payment policy negotiable. Contact Dr. George Litman with a "descriptive" query letter. Company replies in 8 weeks.

End of File, Inc., 3140 East Shadowlawn Avenue N.E., Atlanta, GA 30305. (404) 233-9825.

- ☐Type(s) of material purchased: Business and utilities software. Operating system(s): Apple, PC, TRS, and Xerox (all CP/M).
- ☐Rights purchased and payment policy negotiable. Contact Keith Andrews with a query letter. Company replies in 3 weeks.

Enertec, Inc., 19 Jenkins Avenue, Lansdale, PA 19446. (215) 362-0966.

- ☐Type(s) of material purchased: Languages and utilities software. Operating system(s): MS-DOS. Published one staff-written package last year, a concurrent Pascal compiler. Another of EI's current utilities is an M68000 cross-assembler. "Submissions should have good documentation."
- ☐Rights purchased negotiable. Pays royalties. Contact Richard Whiffin with a query letter. Company replies in 2 weeks.

Engineering Analysis Software, P.O. Box 1059, Hightstown, NJ 08520. (201) 367-5735.

- ☐Type(s) of material purchased: Architectural, construction, and engineering software. Operating system(s): TRS-DOS (CP/M).
- ☐Buys exclusive marketing license. Pays royalties. Contact Henry Camin with a query letter. Company replies in 3 weeks.

Ensign Software, 7337 Northview, Boise, ID 83704. (208) 378-8086.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): MS-DOS—PC. Three packages published last year were from independents.

☐Rights purchased varies. Pays royalties (20%). Contact Howard Arrington with a query letter. Company replies in 2 weeks.

Entelek, Ward-Whidden House, Box 1303, Portsmouth, NH 03801. (603) 436-0439.

☐Type(s) of material purchased: Educational and skills-training software. Operating system(s): Apple DOS 3.3. All of Entelek's five packages published last year were from independents. Among them: **Genetics** by Thomas G. Luce, **Navigation** by Howard Witt, and **Physics with the Computer** by Douglas Shawhan of Triton College.

☐Buys all rights. Payment policy varies. Contact Dr. Albert E. Hickey with a query letter. Company replies in 2 weeks.

Enterprise Computer Systems, 815 South Main Street, #G16, Jacksonville, FL 32207. (904) 399-3899.

☐Type(s) of material purchased: Building/construction software. "We want industry-specific software only, similar to our **Builder's Payroll** and **Builder's Management** systems." Operating system(s): DEC, PC-DOS, Wang, and compatible systems. Published no packages from independents last year.

☐Rights purchased and payment policy vary and are negotiable. Contact Erich Hance with a query letter. Company replies in 1 week.

Epic Computer Products, Inc., 18381 Bandilier Circle, Fountain Valley, CA 92708. (714) 964-4722.

☐Type(s) of material purchased: Business/professional, educational, and home/productivity software. Operating system(s): Toshiba and TRS-DOS CP/M.

☐Rights purchased and payment policy open. Contact Don Nueman with a query letter. Company replies in 4 weeks.

Epson America, Inc., 3415 Kashiwa Street, Torrance, CA 90505. (213) 214-1571.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): Epson.

☐Rights purchased and payment policy negotiable. Contact Ruth Naiditch for current guidelines. Company replies in 2 weeks.

Esplanade, 2042 Peach Orchard Drive, #312, Falls Church, VA 22043. (703) 442-0753.

☐Type(s) of material purchased: Business, educational, games, home, and utilities software. Operating system(s): Atari disk and tape.

☐Rights purchased and payment policy open. Contact Bob Daley with

a query letter. Company replies in 2 weeks.

E.T. Software Services, 1072 Casitas Pass Road, Carpinteria, CA 93013. (805) 684-2541.

☐ Type(s) of material purchased: Utilities software. Operating system(s): CP/M.

☐ Rights purchased and payment policy open. Contact James M. Bailey with a query letter.

Execom Corporation, 1901 Polaris Avenue, Racine, WI 53404. (414) 632-1004.

☐ Type(s) of material purchased: Aviation, business, educational, and home/productivity software. Operating system(s): Commodore.

☐ Rights purchased and payment policy open. Contact James Halsey with a query letter or guidelines request. Company replies in 2 to 3 weeks.

Eyring Research Institute, Inc., 1455 West 820 North, Provo, UT 84601. (801) 375-2434.

☐ Type(s) of material purchased: All applications and utilities software. "Our chief interest is business/industrial." Operating system(s): TI. Published no independent packages last year, but "we'd like to see any applications software that uses our PDOS system."

☐ Rights purchased and payment policy vary and are negotiable. Contact David Judd with a query letter. Company replies in 2 weeks.

E-Z Software, 133 Lark Lane, Mill Valley, CA 94941. (415) 388-0238.

☐ Type(s) of material purchased: Business and real-estate software. Operating system(s): TRS (CP/M).

☐ Rights purchased and payment policy vary. Contact Larry Elam with a query letter or guidelines request. Company replies in 3 weeks.

E-Z Tax Computer Systems, 72 West Route 59, Spring Valley, NY 10977. (914) 356-7780.

☐ Type(s) of material purchased: Accounting software "for professional accountants." Operating system(s): PC-DOS and TRS-DOS. No current packages are from independents. "The programmer must be a CPA, degreed accountant or professional tax preparer. Expertise is required in these fields to write the types of software we're interested in."

☐ Rights purchased and payment policy are negotiable. Contact Norma Director with a query letter or phone call. Company replies in 1 week.

Farmer and Associates, 1435 Alhambra Boulevard, #206, Sacramento, CA 95816. (916) 739-1749.

☐ Type(s) of material purchased: Business and construction software. Operating system(s): Altos (Oasis).

☐ Rights purchased and payment policy open. Contact Ronald J. Farmer with a query letter and sample outputs. Company replies in 4 weeks.

FinCom, Inc., 1508 Cotner Street, Los Angeles, CA 90025. (213) 478-0191.

☐ Type(s) of material purchased: Business and stock-market software. Operating system(s): Apple and PC (both CP/M and MS-DOS).

☐ Rights purchased and payment policy vary and are negotiable. Contact Michael F. Barraclough with a query letter or phone call. Company replies in 3 weeks.

William A. Fink Company, 1105 North Main Street, #24B, Gainesville, FL 32601. (904) 377-4847.

☐ Type(s) of material purchased: Educational software for home and school. Operating system(s): PC-DOS and TRS.

☐ Rights purchased and payment policy open. Contact William A. Fink with a query letter. Company replies in 4 weeks.

Scott Foresman & Company, 1900 East Lake Avenue, Glenview, IL 60025. (312) 729-3000.

☐ Type(s) of material purchased: Educational software, including courseware, for home and school use. Operating system(s): All micro-disk systems. About one-third of published packages are from independents. SF is one of the leading publishers of textbooks in the nation, and has many years' experience in developing educational materials. In addition to outright submissions, they welcome inquiries from qualified educators for cooperative development of courseware.

☐ Buys all rights. Payment policy varies. Contact Kenneth Scherpelz for current guidelines. Company replies in 1 to 2 weeks.

Fox & Geller, Inc., 604 Market Street, Elmwood Park, NJ 07407. (201) 794-8883.

☐ Type(s) of material purchased: Business applications software. Operating system(s): CP/M, PC-DOS, and MS-DOS. "Our two latest programs under development are stand-alones. One is a business graphics package, and the other is a management control system. To date, we've not purchased, in one way or another, outside software. But we are open to examining programs for suitability."

☐ "We are open concerning rights purchased and payment." Contact Joseph Alfonso with a query letter.

Steven Francesco Enterprises, Inc., 2031 East 33rd Street, Brooklyn, NY 11234. (212) 376-5254.

☐ Type(s) of material purchased: Business software. The company is looking for innovative, industry-specific packages. Operating system(s): CP/M.

☐ Rights purchased and payment policy open. Contact Steven Francesco with a query letter. Company replies in 3 weeks.

Fraser Computer Company, Box 674, Grand Blanc, MI 48439. (313) 694-8730.

☐ Type(s) of material purchased: Business and construction software. Operating system(s): CP/M and MS-DOS.

☐ Rights purchased and payment policy open. Contact T.M. Fraser with a query letter. Company replies in 2 weeks.

Free Lance Ink, 1806 Wickham, Royal Oak, MI 48073. (313) 280-2634.

☐ Type(s) of material purchased: Educational and home software. Documentation must be complete. Operating system(s): Apple.

☐ Rights purchased and payment policy open. Contact Roger Bodo with a query letter. Company replies in 4 weeks.

Futura Software, Inc., Box 5581, Fort Worth, TX 76108. (817) 732-1687.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): TI. "About half" of all packages published last year were from independents. "When you receive our guidelines, read them carefully and follow closely."

☐ Rights purchased negotiable. Pays royalties. Contact Betty Calhoun for current guidelines. Company replies in 1 to 2 weeks.

FutureSoft, 1728 Kingsley Avenue, Orange Park, FL 32073. (904) 269-1918.

☐ Type(s) of material purchased: "All and any types." Operating system(s): Apple, CP/M, and MS-DOS. Of sixteen packages published last year, bought seven from independents. Among them: **Quikpro+**, **PC Cash Register**, and **PC Parrot**.

☐ Rights purchased and payment policy "vary with author." Contact Melissa Tamargo for current guidelines. Company replies in 4 weeks.

FYI, Inc., 4202 Spicewood Springs Road, Austin, TX 78759. (512) 346-0133.

☐ Type(s) of material purchased: Business/professional, home/personal, and utilities software. Operating system(s): All utilizing CP/M, MP/M, or MS-DOS.

☐ FYI developed the **BioSuperfile** for **BioSciences Information Services (BIOSIS)**. This software package provides basic science literature information retrieval capabilities for the **BIOSIS Information Transfer System (BITS)**. To us, another case of imagination and good market research combined to ascertain a need and fill it.

☐ Rights purchased and payment policy vary. Contact Steven James for current guidelines. Company replies in 3 weeks.

Gambler's Edge Computing, 250 Richards Road, #254, Kansas City, MO 64116. (816) 471-8660.

☐Type(s) of material purchased: Gambling and sporting software. Operating system(s): All personal computers, "from Timex to IBM. If you're not a serious and experienced handicapper or wagerer, don't guess. Work with someone who knows what they're doing."

☐Rights purchased and payment policy open. Contact Warren D. Henry for current guidelines. Company replies in 1 week.

Allen Gelder Software, P.O. Box 11721, San Francisco, CA 94101. (415) 681-9371.

☐Type(s) of material purchased: Systems software, utilities, and programming aids. Operating system(s): TRS-DOS and MS-DOS. Gelder markets **BAL 80, Stretch**—a Z-80 simulator, and seven other utilities and aids. The company bought two independent packages last year.

☐Pays royalties. Buys various rights. Contact Allen Gelder with a telephone call.

GNOSIS, Inc., 4005 Chestnut Street, Philadelphia, PA 19104. (215) 387-1500.

☐Type(s) of material purchased: All applications and utilities software. "Our chief interest is in business software." Operating system(s): Apple DOS and PC-DOS. Published two packages last year, one from an independent.

☐Rights purchased and payment policy vary and are negotiable. Contact Stewart Schiffman with a query letter. Company replies in 1 to 2 weeks.

G.O.C.I. Software, Inc., 7710 Computer Avenue, #115, Edina, MN 55435.

☐Type(s) of material purchased: Specialized applications: "We seek programmers to write highly specialized modifications and adaptations for specific business needs. We also need people to work on a contract basis for us. Appropriate wit and humor are assets." Operating system(s): Apple DOS.

☐Rights purchased and payment policy are negotiable. Contact George Otis for current guidelines. Company replies in 3 weeks.

Gooth Software, 931 South Bemiston, St. Louis, MO 63105. (314) 727-2229.

☐Type(s) of material purchased: Accounting software. Operating system(s): Apple DOS.

☐Rights purchased and payment policy open. Contact Fred Guth with a query letter. Company replies in 2 weeks.

Gosub International, 501 East Pawnee, #430, Wichita, KS 67211. (316) 265-9992.

☐ Type(s) of material purchased: All applications and utilities software. "We look for marketability and good documentation." Operating system(s): Commodore. About 70% of GI's packages are written by independents. Their publications range from games (**Yahtzee**, developed by an independent) to scientific and utilities programs.

☐ Rights purchased negotiable. Pays royalties. Contact Gary D. Brown with a query letter. Company replies in 1 to 2 weeks.

Great Western Software Company, P.O. Box 80069, Fort Worth, TX 76180. (817) 540-0857.

☐ Type(s) of material purchased: "All submissions accepted." Operating system(s): Apple DOS, Pro DOS, MS-DOS, Commodore OS, and CP/M.

☐ Buys exclusive USA rights. Payment negotiable. Contact Dr. Paul T. Eckert with a query letter ("phone call OK"). Company replies in 2 weeks.

Gryphon Microproducts, Box 6543, Silver Spring, MD 20906. (301) 946-2585.

☐ Type(s) of material purchased: Business, home, scientific, and utilities software. Operating system(s): Apple and TRS (both CP/M).

☐ Rights purchased and payment policy open. Contact Alan Weiner with a query letter. Company replies in 3 weeks.

H & E Computronics, Inc., 50 North Pascack Road, Spring Valley, NY 10977. (914) 425-1535.

☐ Type(s) of material purchased: Business software. Operating system(s): CP/M and MS-DOS.

☐ Rights purchased and payment policy vary. Contact Howard Y. Gosman with a query letter.

H & H Scientific, 13507 Pendleton Street, Fort Washington, MD 20744. (301) 292-2958.

☐ Type(s) of material purchased: Business/professional, educational, and home/productivity software. Operating system(s): Apple DOS and PC-DOS.

☐ Rights purchased and payment policy open. Contact Dr. Herschel Piloff with a "descriptive" query letter. Company replies in 4 weeks.

Hartley Courseware, Box 431, Dimondale, MI 48821. (616) 942-8987.

☐ Type(s) of material purchased: Educational software. Operating system(s): Apple DOS, Atari, PC-DOS, and TRS-DOS. Published one independent package last year. "Although we have published only three submitted programs since we started doing business, we are always looking for programmers to work on a contract basis. Those who are interested should write."

☐ Buys all rights. Payments negotiable. Contact Tim Hartley with a query letter. Company replies in 4 weeks.

Hawkeye Grafix, 23914 Mobile Street, Canoga Park, CA 91307. (213) 348-7909.

☐ Type(s) of material purchased: Business/professional software. Operating system(s): CP/M and MS-DOS.

☐ Rights purchased and payment policy vary. Contact William Pierce for current guidelines.

Heath/Zenith Data Systems Corporation, 1900 North Austin Avenue, Chicago, IL 60639. (312) 745-2587.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): H/Z. Buys about one-third of published packages from independents.

☐ Rights purchased and payment policy vary. Contact Milos Kosanovich with a query letter. Company replies in 4 weeks.

Hewlett Packard, 974 East Arques Avenue, Sunnyvale, CA 94086. (408) 735-1550.

☐ Type(s) of material purchased: All applications and utilities software "that thoroughly utilizes our hardware." Operating system(s): HP.

☐ Buys all rights. Pays royalties. Contact Tom Anderson for current guidelines. Company replies in 3 weeks.

High Country Microsystems, 9551 Green Court, Westminster, CO 80030. (303) 426-5325.

☐ Type(s) of material purchased: Business, games, home, and utilities software. Operating system(s): Atari.

☐ Rights purchased and payment policy open. Contact Mark Kroenlein with a query letter. Company replies in 3 weeks.

Highlands Computer Services, 14422 S.E. 132nd Street, Renton, WA 98056. (206) 228-6691.

☐ Type(s) of material purchased: Business and utilities software. Operating system(s): Apple DOS.

☐ Rights purchased and payment policy open. Contact Gary Rhienhardt for current guidelines. Company replies in 3 weeks.

Holliday Software, 4807 Arlene Street, San Diego, CA 92117. (714) 292-7766.

☐ Type(s) of material purchased: Business, games, home, and utilities software. Operating system(s): TRS-DOS and Xerox (both CP/M).

☐ Rights purchased and payment policy open. Contact Paul Holliday for current guidelines. Company replies in 2 weeks.

Human Systems Dynamics, 9010 Reseda Boulevard, #222, Northridge, CA 91324. (213) 993-8536.

☐Type(s) of material purchased: Statistical analysis software. "We want statistical analysis and graphics software for professionals." Operating system(s): Apple DOS and PC-DOS. Two of last year's six packages were from independents: **PC Statistician** and **Regress II**. "The software must be easy to use, well-documented, and helpful to professionals."

☐Buys exclusive rights. Pays royalties. Contact Dr. Virginia Lawrence with a query letter. Company replies in 4 weeks.

Huntington Computing, 1945 South Dairy Avenue, Corcoran, CA 93212. (209) 992-5411.

☐Type(s) of material purchased: Educational software. Operating system(s): Apple DOS and Atari. Over a third of packages are written by independents. "When you send us your program, be sure it is complete, fully debugged, and 100% ready to run."

☐Buys all rights. Pays royalties. Contact Barbara Huntington with a query letter. Company replies in 2 weeks.

IBM Corporation, P.O. Box 765-PC, Armonk, NY 10504. (914) 765-1900.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): PC and PCjr. IBM is fast becoming the PC industry standard, and the Software Acquisitions Department is probably the most aggressive in the country today. Excellence and usability are the only criteria. Their programmer's guidelines are among the best we've seen.

☐Buys non-exclusive marketing rights. Pays royalties. Contact Jan Schoffelen for current guidelines. Company replies in 3 weeks.

Ideatech, Box 62451, Sunnyvale, CA 94088. (408) 985-7591.

☐Type(s) of material purchased: Educational software. The company is interested in all educational software, from pre-school to adult. Programs may be anything from word and number games to trades tutorials (plumbing, electricity, auto repair, etc.). Operating system(s): Apple DOS. Published no independent packages last year.

☐Buys non-exclusive marketing rights. Pays royalties. Contact Ron Eckert with a query letter. Company replies in 2 weeks.

Illustrated Memory Banks, 53 Cobbleview Road, Williamstown, MA 02167. (413) 663-9648.

☐Type(s) of material purchased: Business, games, and educational software. Operating system(s): TRS-DOS (MS-DOS).

☐Rights purchased and payment policy open. Contact Robert Scerbo with a query letter. Company replies in 3 weeks.

Info Pro/The Perchwell Corporation, 56 Cliffside Trail, Denville, NJ 07834.

☐ Type(s) of material purchased: Business and systems utilities software. Operating system(s): Unix and Xenix.

☐ "We purchase exclusive rights for a limited time, and pay royalties." Contact David Fiedler for current guidelines. Company replies in 3 weeks.

Information Systems of Arkansas, 8901 Kanis Road, Little Rock, AR 72205. (501) 225-3534.

☐ Type(s) of material purchased: Business and professional office software. Operating system(s): TRS-DOS (CP/M).

☐ Rights purchased and payment policy open. Contact William Nunnally with a query letter. Company replies in 4 to 6 weeks.

Information Unlimited Software, 2401 Marinship Way, Sausalito, CA 94965. (415) 331-6700.

☐ Type(s) of material purchased: Vertical-market business software. Operating system(s): DEC, IBM, TI, and Wang. Bought no independent packages last year.

☐ Rights purchased negotiable. Pays royalties. Contact James Turney with a query letter. Company replies in 2 weeks.

Innovative Design Software, Inc., 920 FNB Tower, Las Cruces, NM 88001. (505) 522-7373.

☐ Type(s) of material purchased: Games. Operating system(s): Atari.

☐ Rights purchased and payment policy open. Contact David Morock for current guidelines.

Innovative Software, Inc., 9300 West 110th Street, #380, Overland Park, KS 66210. (913) 383-1089.

☐ Type(s) of material purchased: Business software. Operating system(s): MS-DOS and PC-DOS. Innovative published three packages last year—**TIM Data Base**, **Fast Graphs**, and **Fast Facts**, all of which were staff-written. They want fresh ideas from outside.

☐ Purchases all rights. Pays royalties or buys outright. Contact Tom DeBacco with a telephone query. Company replies in 8 weeks.

INSOFT, 10175 Southwest Barbur Road, Portland, OR 97219. (503) 244-4181.

☐ Type(s) of material purchased: Business and educational software (applications only). Operating system(s): Apple DOS and PC-DOS. All packages published last year were written by independents. "Your software should have a wide market appeal, and the documentation must be complete and easily understandable."

☐ Rights purchased and payment policy vary and are negotiable. Con-

tact Mike Brown with a query letter. Company replies in 1 week.

Institute for Scientific Analysis, Box 7186, Wilmington, DE 19803. (302) 358-3735.

☐ Type(s) of material purchased: Business applications—"vertical market and technically oriented." Operating system(s): CP/M, TRS-DOS, MS-DOS, and PC-DOS. Among recent developments are a builder's cost-estimating package with scheduling modules and **ManageMint**—a CP/M-PERT program.

☐ Purchases programs outright, for a lump sum. Contact Dr. Dennis Polis with a query letter. Company replies in 4 weeks.

Integron Systems, 300 West 109th Street, #2J, New York, NY 10025. (212) 866-6722.

☐ Type(s) of material purchased: Business, educational, home, scientific, and utilities software. Operating system(s): TRS-DOS (Oasis).

☐ Rights purchased and payment policy open. Contact Paul Nadler with a query letter. Company replies in 3 weeks.

Intelligence, 2630 Fountainview, #222, Houston, TX 77057. (713) 780-7201.

☐ Type(s) of material purchased: Business software. Operating system(s): CP/M, MS-DOS—PC and Victor.

☐ Rights purchased and payment policy vary and are negotiable. Contact John Butler with a query letter or guidelines request. Company replies in 2 weeks.

Intelligent Devices, Inc., Box 163, 700 Straight Drive, Dillon, CO 80435. (303) 468-0112.

☐ Type(s) of material purchased: Educational and utilities software. Operating system(s): Data General, DEC, and TRS-DOS.

☐ Rights purchased and payment policy open. Write Steven Maher for current guidelines. Company replies in 2 weeks.

Intelligent Software Systems, P.O. Box 308, Montgomery, WV 25136. (304) 744-6403.

☐ Type(s) of material purchased: Business and retailing software. Operating system(s): Compaq, Columbia, DEC, PC, and TI (MS-DOS).

☐ Rights purchased and payment policy open. Contact Tom Leonard with a query letter. Company replies in 3 weeks.

Intelligent Systems Corporation, 225 Technology Park, Norcross, GA 30093. (404) 449-5961.

☐ Type(s) of material purchased: All applications and utilities software, except games. Operating system(s): CP/M. 25% of all packages published are from independents. "Make your software easy to modify, and leave room for our color-code insertion."

☐ Rights purchased and payment policy vary and are negotiable. Contact Barbara Goodman for current guidelines. Company replies in 3 to 4 weeks.

Inter & Action, 113 Ward Street, New Haven, CT 06519. (203) 562-5748.

☐ Type(s) of material purchased: Educational and home/entertainment/productivity software. Operating system(s): TRS-DOS. "Documentation must be well-organized, easy to use, and completed when you submit your software."

☐ Rights purchased and payment policy vary. Contact Barbara Campbell with a query letter. Company replies in 4 weeks.

Interactive Microware, Box 771, State College, PA 16801. (814) 238-8294.

☐ Type(s) of material purchased: Data management, engineering, graphics, scientific, and utilities software. Operating system(s): Apple DOS. Bought no independent packages last year.

☐ Buys all rights. Payment negotiable. Contact Dr. Paul Warne with a query letter. Company replies in 2 weeks.

Intercare Systems, Inc., 2044 Armacost, Los Angeles, CA 90025. (213) 826-4500.

☐ Type(s) of material purchased: Business and medical software. Operating system(s): Datapoint and Digitex (both Oasis). The company is interested in any medical or health-care systems management software.

☐ Rights purchased and payment policy vary. Contact Paul Marchetti with a query letter and résumé. Company replies in 4 weeks.

Interface Technology, Box 745, College Park, MD 20740. (301) 490-3608.

☐ Type(s) of material purchased: Language and algorithm utilities for robotic software. Operating system(s): Heath ET-18, IBM, Motorola 6800, and Unix-68000. Bought no independent packages last year, "but we do have people working on a contract basis. Documentation must be first-rate."

☐ Buys all rights. Pays royalties. Contact Patrick H. Stakem with a query letter. Company replies in 3 to 4 weeks.

International Computer Products, 346 North Western Drive, Los Angeles, CA 90004. (213) 462-8381.

☐ Type(s) of material purchased: Educational (foreign-language tutorials) software. Operating system(s): CP/M, MBASIC, and TRS-DOS. Only one of fourteen packages published last year was independently written. One of ICP's more intriguing programs is a multi-lingual arithmetic tutorial. In addition to their current line produced for the English-speaking student,

they are now looking for products written in foreign languages.

☐ Rights purchased and payment policy vary. Contact Axel D. Beyreuther for current guidelines. Company replies in 4 to 6 weeks.

Interpro Corporation, Box 4211, Manchester, NH 03108. (603) 669-0477.

☐ Type(s) of material purchased: All applications and utilities software, except games. Operating system(s): TRS-DOS. The majority of IC's packages are written by independents. "Creativity and innovation are our main criteria."

☐ Rights purchased and payment policy are negotiable. Contact Mark C. Robinson with a query letter. Company replies in 2 weeks.

IOTC, Inc., 910 Sully Street, Laramie, WY 82070. (307) 721-5818.

☐ Type(s) of material purchased: All applications and utilities software, except games. Operating system(s): All resident systems capable of utilizing USCD. Published no independent packages last year. "Thoroughly test your software before submitting it."

☐ Rights purchased negotiable. Pays royalties. Contact Dan Dumbrell with a query letter. Company replies in 3 weeks.

IPC Datadiet, Box 28156, San Jose, CA 95156.

☐ Type(s) of material purchased: Nutritional science software. Operating system(s): TRS-DOS.

☐ Rights purchased and payment policy open. Contact Tom Shoemaker with a query letter. Company replies in 3 weeks.

ISA Software, Inc., 14114 Dallas Parkway, #530, Dallas, TX 75240. (214) 960-6696.

☐ Type(s) of material purchased: Business, educational, and home/personal/productivity software. Operating system(s): Apple, Atari, CADO, Commodore, PC, and TI.

☐ Rights purchased and payment policy open. Contact Bob Lindsey with a query letter and sample I/O. Company replies in 3 weeks.

ISE, 350 West Sagamore Parkway, West Lafayette, IN 47906. (317) 463-2581.

☐ Type(s) of material purchased: Business, educational, scientific, and utilities software. Operating system(s): All micro DOS.

☐ Rights purchased and payment policy open. Contact Software Submissions Editor with a query letter.

IVANCO, 5131 Silver Arrow Drive, Rancho Palos Verdas, CA 90274. (213) 541-9813.

☐ Type(s) of material purchased: Business, home, and utilities software. Operating system(s): CP/M—Apple, TRS, and Xerox.

☐ Rights purchased and payment policy open. Contact Steve Ivaner for current guidelines. Company replies in 3 weeks.

J & S Software, 140 Reid Avenue, Port Washington, NY 11050. (516) 944-9304.

☐ Type(s) of material purchased: Educational software. Operating system(s): Apple DOS, PC-DOS, and TRS-DOS. Bought five of fifteen packages published last year. J & S is heavy on biology tutorials, such as **Heartbeat/Heartwork/Heartflow** and the CAI Biology series of tutorials. But they also are interested in all other areas, as evidenced by **The Antonym Game**.

☐ Buys exclusive rights. Pays royalties or lump sum. Contact Dr. Jay W. Grosmark for current guidelines. Company replies in 3 weeks.

Jini Micro Systems, Inc., Kingsbridge Station, Box 274, Riverdale, NY 10463. (212) 796-6200.

☐ Type(s) of material purchased: Business applications software. Operating system(s): Commodore DOS and PC-DOS. Of five published, bought one independent package last year. Although Jini specifies business applications, one of their products is a database management package called **Around the House**.

☐ Buys exclusive rights. Pays royalties or lump sum. Contact Nancy Iscaro with a query letter. Company replies in 4 weeks.

JMH Software of Minnesota, 7200 Hemlock Lane, Maple Grove, MN 55442. (612) 424-5464.

☐ Type(s) of material purchased: Educational software. Operating system(s): Atari, Commodore, TRS, and TI.

☐ Rights purchased negotiable. Payment policy open. Contact William Heck for current guidelines. Company replies in 2 to 4 weeks.

Joe Computer, 20514 Gault Street, Canoga Park, CA 91306. (213) 992-0514.

☐ Type(s) of material purchased: Business and professional software. Operating system(s): Apple DOS, PC-DOS, and TRS-DOS.

☐ Rights purchased and payment policy negotiable. Contact Michael R. Downing with a query letter. Company replies in 3 weeks.

Johnson Telecommunications, 13944 Jarvis Circle, Megalia, CA 95954. (916) 873-2250.

☐ Type(s) of material purchased: Agricultural, business, home, medical, and utilities software. "We are also interested in packages for religious institutions." Operating system(s): Data General, North Star, PC, and TRS (all CP/M, MP/M, or MS-DOS).

☐ Rights purchased and payment policy open. Contact Keith Babcock

with a query letter—"describe market." Company replies in 2 to 4 weeks.

John Jones Micro Systems, Box 521, Helotes, TX 78203. (512) 342-3800.

☐ Type(s) of material purchased: Business/professional software. Operating system(s): CP/M.

☐ Buys exclusive or non-exclusive marketing rights. Payment policy negotiable. Contact John Jones with a query letter. Company replies in 2 to 4 weeks.

Joseki Computer Corporation, 2604 Artesia Boulevard, #5, Redondo Beach, CA 90278. (213) 374-3251.

☐ Type(s) of material purchased: Utilities software. "We'd like to hear from Hewlett Packard Series 80 authors to work with us in developing utilities." Operating system(s): HP and PC (both MS-DOS).

☐ Contact Dale Flanagan with a query letter or phone call.

JPR Software, Inc., 753 Hendricks Avenue, Orlando, FL 32817. (305) 646-9125.

☐ Type(s) of material purchased: Business, educational, and home software. Operating system(s): Atari DOS and Timex/Sinclair.

☐ Rights purchased and payment policy vary. Contact Harry Peterson with a query letter: "Be descriptive about your software." Company replies in 1 to 3 weeks.

K & H Software Systems, 9315 North Valley Hill Road, Milwaukee, WI 53217. (414) 351-3133.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): TRS.

☐ Rights purchased and payment policy vary. Contact Brian Hill with a query letter. Company replies in 4 weeks.

Kilo Corporation, 313 North First Street, Ann Arbor, MI 48103. (313) 668-1566.

☐ Type(s) of material purchased: Business and utilities software. Operating system(s): Commodore.

☐ Rights purchased and payment policy open. Contact William Weigle for current guidelines. Company replies in 2 weeks.

Kinetic Designs, 401 Monument Road, #171, Jacksonville, FL 32211.

☐ Type(s) of material purchased: Educational, games, home, and utilities software. Operating system(s): Atari and Commodore.

☐ Rights purchased and payment policy vary. Contact Russ Grockett, Jr., for current guidelines. Company replies in 3 weeks.

K-12 MicroMedia, Inc., 172 Broadway, Woodcliff Lakes, NJ 07675. (201) 391-7555.

☐Type(s) of material purchased: Educational software, "including games and administrative." Operating system(s): Apple DOS, Commodore DOS, and TRS-DOS.

☐Rights purchased and payment policy vary. Contact Leslie Nassau for current guidelines. Company replies in 3 weeks.

L & S Computerware, 1589 Fraser Drive, Sunnyvale, CA 94087. (408) 738-3416.

☐Type(s) of material purchased: Educational, games, and home/personal/productivity software. Operating system(s): Apple and Atari DOS.

☐Rights purchased and payment policy vary. Contact Larry Sherman with a query letter. Company replies in 2 weeks.

Laboratory Computer Systems, Inc., 139 Main Street, Cambridge, MA 02142. (617) 547-4738.

☐Type(s) of material purchased: Business and professional software. Operating system(s): CP/M.

☐Rights purchased and payment policy open. Contact Robert Dezelyk with a query letter. Company replies in 4 weeks.

Laboratory Microsystems, 4147 Beethoven Street, Los Angeles, CA 90066. (213) 306-7412.

☐Type(s) of material purchased: Utilities and programming aids—FORTH language only. Operating system(s): CP/M, CP/M-86, CP/M 68K, MS-DOS, and PC-DOS. Of 15 programs published last year, three were written by independents: **Index+**, a B-Tree file manager; **PC-Term**, a modem program; and **68000 FORTH** for CP/M 68K.

☐Rights purchased vary, but are usually non-exclusive. Pays royalties or lump sum. Contact Ray Duncan for current guidelines. Company replies in 4 weeks.

Lamar Instruments, 2107 Artesia Boulevard, Redondo Beach, CA 90278. (213) 374-1673.

☐Type(s) of material purchased: Home/personal/productivity and utilities software. Operating system(s): Apple DOS. LI distributes over a hundred packages nationally for other publishers and independents. The company is interested in seeing packages that are currently being sold under non-exclusive marketing agreements, as well as unpublished software.

☐Contact Paul Lamar for current guidelines. Company replies in 2 weeks.

Leapac Services, 8245 Mediterranean Way, Sacramento, CA 95826. (916) 381-1717.

☐Type(s) of material purchased: Business and professional software. Operating system(s): CP/M.

☐Rights purchased and payment policy vary. Contact Richard Larseth with a query letter. Company replies in 3 weeks.

Lexisoft, Inc., P.O. Box 267, Davis, CA 95617. (916) 758-3630.

☐Type(s) of material purchased: Business, educational, and legal software. Operating system(s): CP/M, CP/M-86, MP/M, MS-DOS, and Oasis.

☐Rights purchased and payment policy vary and are negotiable. Contact John Bintz with a query letter: "clearly describe the program's functions." Company replies in 4 weeks.

Libra Laboratories, 495 Main Street, Metuchen, NJ 08840. (201) 494-2224.

☐Type(s) of material purchased: Business and professional software. Operating system(s): TRS-DOS (CP/M).

☐Rights purchased and payment policy open. Contact Dr. M. Blumenthal with a query letter. Company replies in 3 weeks.

Lightning Software, P.O. Box 11725, 2160 Yale Avenue, Palo Alto, CA 94306. (415) 327-3280.

☐Type(s) of material purchased: Educational and home-utility software. Operating system(s): Apple DOS, Atari, Commodore, and PC-DOS. "We believe that learning and education should be fun, adventurous, and exciting."

☐Buys all rights. Payment policy negotiable. Contact Stu Berman for current guidelines. Company replies in 2 weeks.

Link Systems, 1640 19th Street, Santa Monica, CA 90404. (213) 453-8921.

☐Type(s) of material purchased: Business/professional, educational, home, and utilities software. Operating system(s): Apple DOS and PC-DOS.

☐Rights purchased and payment policy vary. Contact Hindy Kellerman Tolwin with a query letter. Company replies in 2 weeks.

Logical Systems, Inc., 8970 North 55th Street, Milwaukee, WI 53223. (414) 355-5454.

☐Type(s) of material purchased: Business software ("good, horizontal-oriented packages") and utilities. Operating system(s): LDOS 5.1, MS-DOS, PC-DOS, and TRS/LDOS 6.x. Published 15 packages last year, all staff-written. LSI produced the **Wordstar** translation for

LDOS, and current production is focusing on TRS/LDOS help packages and utilities.

☐ Buys exclusive rights. Payment policy is negotiable. Contact William Schroeder for current guidelines. Company replies in 12 weeks.

LPA Tech Corporation, Box 215, Springtown, PA 18081. (215) 346-7757.

☐ Type(s) of material purchased: Business and insurance software. Operating system(s): Apple DOS.

☐ Rights purchased and payment policy open. Contact Rich Clinchy with a query letter. Company replies in 4 weeks.

Luna Software, Inc., P.O. Box 26922, San Jose, CA 95159. (408) 378-7793.

☐ Type(s) of material purchased: Business and educational software. Operating system(s): Commodore. Luna has published about one hundred packages, most of them educational. "Your product must be completed, debugged, and well-documented."

☐ Rights purchased and payment policy vary. Contact Lou Ryan with a query letter. Company replies in 3 weeks.

Lynn Computer Services, 6831 West 159th Street, Tinley Park, IL 60477. (312) 429-1915.

☐ Type(s) of material purchased: Business, educational, games, and home software. Operating system(s): TRS (MS-DOS).

☐ Rights purchased and payment policy open. Contact Ronald Lynn with a query letter. Company replies in 2 weeks.

McClintock Corporation, 9655 South Dixie Highway, Miami, FL 33156. (305) 666-1300.

☐ Type(s) of material purchased: Engineering software. Operating system(s): Apple DOS (CP/M). The company wants to see packages by qualified, skilled, and experienced engineers only.

☐ Rights purchased and payment policy vary. Contact Robert S. McClintock with a query letter. Company replies in 4 weeks.

Macrotronics, Inc., 1125 North Golden State Boulevard, Turlock, CA 95380. (209) 667-2888.

☐ Type(s) of material purchased: Business, home, and medical applications software. Operating system(s): CP/M.

☐ Rights purchased negotiable. Pays royalties. Contact Ron Lodewyck for current guidelines. Company replies in 4 weeks.

Magic Carpet Software, Box 35115, Phoenix, AZ 85069.

☐ Type(s) of material purchased: Games. Operating system(s): Not specified.

☐ Rights purchased and payment policy open. Contact Bob Carr with a query letter.

MainData, 844 Stevens Avenue, Portland, ME 04101. (207) 773-1051.

☐ Type(s) of material purchased: Business (wholesale-distribution) and utilities software. Operating system(s): Altos, Cromemco, Onyx, and Pixel (utilizing Oasis or Unix). "Software must be compatible with RM-COBOL."

☐ Contact J. Rooney with a query letter. Company replies in 4 weeks.

The Management, Box T, Aledo, TX 76008. (817) 441-8045.

☐ Type(s) of material purchased: Broadcasting business software (radio, TV, and cable). "Our software is for specialized vertical-market applications." Operating system(s): TRS-DOS, Xenix, and MS-DOS 2.0. Of last year's five packages, two were from independents.

☐ Rights purchased and payment policy vary and are negotiable. Contact Pete Charlton with a query letter.

Management Services, 2901 Clendenen Lane, Longview, TX 75601. (214) 753-1850.

☐ Type(s) of material purchased: Business, stock-brokerage, and stock-market software. Operating system(s): PC-DOS and TRS. MS publishes and distributes a total of 27 packages, most of which are stock- and investor-related. They welcome new and innovative private-investor and broker aids.

☐ Rights purchased and payment policy vary. Contact Thomas M. Beech with a query letter. Company replies in 3 weeks.

Management Systems Software, Inc., 800 Madonna Boulevard, #3, Tierra Verde, FL 33715. (813) 864-4347.

☐ Type(s) of material purchased: Business applications software. Operating system(s): TRS-DOS. Packages include the **Proforma** small-business line.

☐ Purchases all software outright. Contact Kenneth E. Rice with a query letter.

Mark Data Products, 24001 Alicia Parkway, #207, Mission Viejo, CA 92691. (714) 768-1551.

☐ Type(s) of material purchased: Games, business, and utilities software. Operating system(s): TRS Color Computer. MDP concentrates on high resolution adventure and arcade games, **Sea Quest** and **Calixto** among them. They also welcome good utilities, such as their screen expander, **Super Screen**. Half of last year's packages were written by independents.

☐ Buys exclusive rights. Pays royalties or lump sum. Contact Ron Krebs with a query letter or phone call. Company replies in 1 week.

Masterworks Software, Inc., 25834 Narbonne Avenue, Lomita, CA 90717. (213) 539-7486.

☐ Type(s) of material purchased: Business, home, and utilities software. Operating system(s): Apple DOS and PC-DOS.

☐ Rights purchased and payment policy vary. Contact Thomas K. Moch with a "one-page" query letter. "Be brief, concise, and descriptive." Company replies in 3 weeks.

Math City/Mathware, 4040 Palos Verdes Drive, Rolling Hills, CA 90274. (213) 379-1570.

☐ Type(s) of material purchased: Educational software. Operating system(s): Apple DOS. Publishes seven packages, all of which are math games and tutorials for home and school use.

☐ Buys all or exclusive marketing rights. Pays royalties. Contact Blair Sullivan with a query letter. Company replies in 2 to 4 weeks.

Math Software, 1233 Blackthorn Place, Deerfield, IL 60015.

☐ Type(s) of material purchased: Educational software (math). Operating system(s): Apple DOS.

☐ Buys exclusive marketing license. Payment policy negotiable. Contact Walter Dodge for current guidelines. Company replies in 3 to 5 weeks.

Medfield Computer Software, 39 Green Street, Medfield, MA 02052. (617) 359-6370.

☐ Type(s) of material purchased: Business software. Operating system(s): TRS-DOS (CP/M under development). Medfield sells payroll, depreciation, job cost, and estimator packages for small businesses. Look for them to expand when they put CP/M on line.

☐ Contact Walter Tertorici for current guidelines.

Media Service Concepts, Inc., 1713 North Park, Chicago, IL 60614. (312) 951-2680.

☐ Type(s) of material purchased: Broadcasting (radio and TV) and business software. Operating system(s): Apple DOS and PC-DOS. Four of five published packages are from independents, one of which is a reach- and frequency-analysis program for radio stations.

☐ Rights purchased and payment policy negotiable. Contact Dr. Roger Skolnik with a phone call.

Medi-Sim, Inc., P.O. Box 13267, Edwardsville, KS 66113. (816) 474-4771.

☐ Type(s) of material purchased: Medical tutorial software for physicians, nurses, and technicians. Operating system(s): Apple DOS 3.3, MS-DOS, PC-DOS, and Pro-DOS. Published 30 packages last year, all staff-written. Two typical offerings: a clinical-simulations package for respiratory therapists and remediated case studies in nursing.

☐ Rights purchased and payment policy vary. Contact Jim Morey with a query letter. Company replies in 3 weeks.

Mercator Business Systems, 1294 Lawrence Station Road, Sunnyvale, CA 94086. (408) 734-5134.

☐Type(s) of material purchased: Business, manufacturing, and medical software. Operating system(s): All resident micro DOS.

☐Rights purchased and payment policy vary. Contact Linda Pettengill with a query letter. Company replies in 3 weeks.

Mercer Systems, Inc., 87 Scooter Lane, Hicksville, NY 11801. (516) 796-9392.

☐Type(s) of material purchased: Educational and home/personal/productivity software. Operating system(s): Apple DOS and TRS-DOS.

☐Rights purchased and payment policy vary. Contact Barbara Mercer for current guidelines. Company replies in 2 weeks.

Metasoft Corporation, 6509 West Frye Road, Suite 12, Chandler, AZ 85224. (602) 961-0003.

☐Type(s) of material purchased: Business/professional software. Operating system(s): CP/M, CP/M-86, FORTH, MP/M, and MS-DOS for 8" disk format. MC welcomes and publishes independent packages (two to date), and also has contract work. Inquire about current needs.

☐Rights purchased vary. Pays royalties. Contact Phillip W. Glenn with a query letter. Company replies in 2 weeks.

Meta Software, Inc., 2 F Street S.E., Albuquerque, NM 87115. (505) 266-0783.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): MS-DOS—Apple, PC, and TRS.

☐Rights purchased and payment policy open. Contact John Browning with a query letter. Company replies in 2 to 5 weeks.

Micro-Ap, Inc., 7033 Village Parkway, #206, Dublin, CA 94568. (415) 828-6697.

☐Type(s) of material purchased: Business, educational, games, home, and utilities software. Operating system(s): CP/M: Apple, Commodore, HP, PC, and TRS.

☐Rights purchased and payment policy open. Write Robert Goodman for current guidelines. Company replies in 3 weeks.

Microcomputer Business Industries Corporation, 607 Tenth Street, Golden, CO 80401. (303) 279-2727.

☐Type(s) of material purchased: Engineering and scientific software. Operating system(s): Apple DOS. Will not consider software unless it is written by professionals.

☐Rights purchased and payment policy open. Contact Anthony J. Rankine with a query letter. Company replies in 4 weeks.

MicroComputer Investors' Association, 902 Anderson Drive, Fredericksburg, VA 22405. (703) 371-5474.

☐Type(s) of material purchased: Investment-management software. Operating system(s): "Numerous—e.g., Apple DOS, PC-DOS, TRS-DOS, etc." MIA writes us that they published "hundreds" of packages last year, all written by independents. They are bullish on new ideas and approaches.

☐Rights purchased and payment policy vary. Contact Dr. Jack M. Williams.

Micro Computer Management, Inc., 200 West Prospect, Fort Collins, CO 80526. (303) 493-5700.

☐Type(s) of material purchased: Business/professional and dental software. Operating system(s): CP/M and MS-DOS.

☐Buys exclusive marketing rights. Pays royalties. Contact Jerry Taylor for current guidelines. Company replies in 2 weeks.

Microcomputers Corporation, 34 Maple Avenue, Armonk, NY 10504. (914) 273-6480.

☐Type(s) of material purchased: Games and business applications. Operating system(s): MS-DOS. Five of MC's ten programs published last year were from independents, three of which were **Jotto**, **Tiny Logo**, and **Yu-Can**.

☐Buys all rights. Pays royalties. Contact Jerald Greenburg for current guidelines. Company replies in 2 weeks.

Microcomputer Workshop, 225 Westchester Avenue, Port Chester, NY 10573. (914) 937-5440.

☐Type(s) of material purchased: Educational software. Operating system(s): Apple DOS, PC-DOS, Commodore PET and 64, and TRS-DOS. Of 45 packages published last year, ten were from independents. Three of them are **Spanish Achievement II**, **Capitalization Plus**, and **Binomial Multiplication**. "Please note—we are educators writing educational programs."

☐Rights purchased and payment policy vary. Contact Don Ross for current guidelines.

Micro Craft Systems, Inc., Box 1109, Ann Arbor, MI 48106. (313) 996-1297.

☐Type(s) of material purchased: Business/professional, educational, home, and utilities software. Operating system(s): Apple DOS, Atari DOS, and Commodore DOS (CP/M).

☐Rights purchased and payment policy open. Contact Tim J. Lock with a query letter. Company replies in 3 weeks.

Micro Data Business Forms & Systems, 5707 Lacey Boulevard, #104, Olympia, WA 98503. (206) 459-3300.

☐Type(s) of material purchased: Business/professional software. Operating system(s): CP/M and MP/M. Micro Data business Forms & Systems develops and publishes software for accountants, ambulance services, construction, country clubs, restaurants, and retail organizations.

☐Rights purchased and payment policy vary. Contact Glenn Waldron for current guidelines. Company replies in 3 weeks.

Micro-80, Inc., 2665 North Busby Manor Road, Oak Harbor, WA 98277. (206) 675-6143.

☐Type(s) of material purchased: Entertainment, games, and home/productivity software. Operating system(s): TRS-DOS (Mod. III). "Must have full documentation."

☐Rights purchased and payment policy vary depending upon software. Write William Gosney for current guidelines. Company replies in 1 to 2 weeks.

Microgram Systems Group, 1761 Hotel Circle South, San Diego, CA 92108. (714) 293-3900.

☐Type(s) of material purchased: Business and real-estate software. Operating system(s): CP/M.

☐Rights purchased and payment policy open. Contact Jack Bona with a query letter. Company replies in 2 to 4 weeks.

Micro Information Systems, Inc., Route 309 and Richardson Road, Montgomeryville, PA 08936. (215) 855-2700.

☐Type(s) of material purchased: Business and legal software. Operating system(s): CP/M.

☐Rights purchased and payment policy open. Contact Robert G. Kern with a query letter. Company replies in 2 weeks.

Micro-Investment Software, 9621 Bowie Way, Stockton, CA 95209. (209) 952-8833.

☐Type(s) of material purchased: Investors' and stock-market software. Operating system(s): Apple and PC (both CP/M).

☐Rights purchased and payment policy negotiable. Contact Frank Robinson for current guidelines. Company replies in 1 to 2 weeks.

Micro-Labs, Inc., 902 Pine Crest Drive, Richardson, TX 75080. (214) 235-0915.

☐Type(s) of material purchased: Graphics, plotting, and "unique and new ideas." Operating system(s): TRS-DOS, LDOS, and DOS Plus.

☐Micro-Labs introduced 15 packages last year, seven from independents. Their offerings include a plotter for 3-D equations; **Bizgraph**, a VisiCalc data plotter; and **Draw**, a high-resolution graphics-editing package.

☐Rights purchased varies. Pays royalties. Contact Ted Carter with a query letter. Company replies in 2 weeks.

Micro Learningware, Inc., P.O. Box 307, Mankato, MN 56001. (507) 625-2205.

☐Type(s) of material purchased: Educational software. Operating system(s): Commodore DOS and PC-DOS.

☐Buys non-exclusive marketing rights. Pays royalties (15%). Contact Susan Reinholdson for current guidelines. Company replies in 2 weeks.

Micro Manufacturing Systems, 187 Shagbark Drive, Westerville, OH 43081. (614) 895-0738.

☐Type(s) of material purchased: Business applications. Operating system(s): CP/M, CP/M-86, MP/M, MS-DOS, PC-DOS 2.0, TRS-DOS, Unix, and Xenix. Published six packages last year, none from independents. Products include order entry, sales analysis, and financial-resource planning programs.

☐Buys non-exclusive rights. Pays royalties. Contact Rick Jeffrey with a query letter. Company replies in 6 weeks.

Micromation, Inc., 1620 Montgomery Street, San Francisco, CA 94111. (415) 398-0289.

☐Type(s) of material purchased: Business and educational software. Operating system(s): All CP/M systems.

☐Rights purchased and payment policy open. Contact Kimberly Preeze with a query letter or guidelines request. Company replies in 2 weeks.

Micro Moonlighter, 2115 Bernard Avenue, Nashville, TN 37212. (615) 297-5106.

☐Type(s) of material purchased: Business, home, and utilities software. Operating system(s): TRS-DOS (CP/M).

☐Rights purchased and payment policy open. Contact J. N. Goode with a query letter or guidelines request. Company replies in 1 to 4 weeks.

Micro Music, Inc., 1535 S.E. 121st Avenue, Bellevue, WA 98005. (206) 746-2790.

☐Type(s) of material purchased: Educational (music) software. Operating system(s): Apple DOS.

☐Rights purchased and payment policy open. Contact Roger McCrea with a query letter. Company replies in 3 weeks.

Micronetics, Inc., 1926 Hollywood Boulevard, #328, Hollywood, FL 33020. (305) 925-2333.

☐Type(s) of material purchased: Accounting and business/professional software. Operating system(s): All CP/M, MP/M, and Unix systems.

☐Rights purchased and payment policy vary and are negotiable. Contact Kjell Anderson with a query letter. Company replies in 4 weeks.

Micropi, Box 5524, Bellingham, WA 98227. (206) 733-9265.

☐ Type(s) of material purchased: Educational software. Operating system(s): CP/M, written in PILOT. "All software must be written in PILOT." One of three packages published last year was by an independent. Offerings range from **English Grammar Review**, an 18-disk series for students entering college, to **Qualitative Analysis Simulation**, a chemistry lab supplement.

☐ Buys exclusive marketing rights. Pays royalties. Contact George Gerhold with a query letter. Company replies in 4 weeks.

Micro Power & Light Company, 12820 Hillcrest Road, Dallas, TX 75230. (214) 239-6620.

☐ Type(s) of material purchased: Educational software (home, school, and business). Operating system(s): Apple DOS and PC-DOS.

☐ Buys 36-month exclusive marketing license. Pays royalties on net (15 to 25%). Contact E. E. Frantz with a query letter. Company replies in 4 weeks.

MicroProducts, 24627 Watt Road, Ramona, CA 92065. (619) 789-6510.

☐ Type(s) of material purchased: Music, scientific, and utilities software, but welcomes "any well-written, highly marketable program." Operating system(s): Apple DOS. All published packages are from independents. "Documentation must be clear and complete."

☐ Buys all rights. Pays royalties. Contact Ed Verner with a query letter. Company replies in 2 to 3 weeks.

Micro Pro Systems, Route 2, Cumming, GA 30130. (404) 887-6814.

☐ Type(s) of material purchased: Business, educational, games, home, and utilities software. Operating system(s): TRS.

☐ Rights purchased and payment policy open. Contact Software Submissions Department with a query letter. Company replies in 3 to 4 weeks.

Micro School Programs, Inc., 101 Nickerson Street, Seattle, WA 98109. (206) 282-6249.

☐ Type(s) of material purchased: Educational software. Operating system(s): Apple DOS 3.3, MS-DOS, and TRS-DOS. Of last year's 87 packages, 72 were from independents—give MSP an A for receptivity. Besides tutorials, they also produce teacher-aid packages.

☐ Buys exclusive rights. Pays royalties. Contact Max Jerman with a "one page" query letter. Company replies in 2 weeks.

MicroSoftware International, 3300 South Madelyn, Sioux Falls, SD 57106. (605) 335-7676.

☐ Type(s) of material purchased: Business software. Operating system(s): MS-DOS.

☐ Rights purchased and payment policy negotiable. Contact Jerry Peckskamp with a query letter. Company replies in 6 weeks.

Micro-SPARC Systems, 10 Lewis Street, Lincoln, MA 01773. (617) 259-9710.

☐ Type(s) of material purchased: Business/professional and utilities software. Operating system(s): Apple DOS and MS-DOS. Almost all packages published are by independents. "Make your programs as easy for the user as possible."

☐ Buys all rights. Payment policy negotiable. Contact David Szetela for current guidelines. Company replies in 2 weeks.

MicroSpec, Inc., P.O. Box 863085, Plano, TX 75086. (214) 867-1333.

☐ Type(s) of material purchased: "Serious" home, business, and professional applications. Operating system(s): Commodore DOS and MS-DOS. Of last year's fifty packages, MicroSpec bought fifteen from independents. Publishes **Data Manager II**, a general-ledger, accounts-payable and accounts-receivable program.

☐ Buys exclusive rights. Pays royalties. Contact Richard Williamson with a query letter. Company replies in 4 weeks.

Micro Star Computers, 3701 West 240th Street, Torrance, CA 90505. (213) 375-3720.

☐ Type(s) of material purchased: Business, educational, home, and scientific software. Operating system(s): CP/M.

☐ Rights purchased and payment policy vary. Contact Elizabeth Gerson with a query letter. Company replies in 6 weeks.

Microstuf, Inc., 1845 The Exchange, Atlanta, GA 30339. (404) 952-0267.

☐ Type(s) of material purchased: Business, home, and utilities software. Operating system(s): Apple and PC.

☐ Rights purchased and payment policy open. Contact Les Freed with a query letter.

Micro Systems Technology, 1363 Nathan Hale Drive, Phoenixville, PA 19460. (215) 935-1754.

☐ Type(s) of material purchased: Business applications and utilities ("text editors and languages also"). Operating system(s): CP/M 8", DOS/65 SIF, and Wang 8". MST's only offering last year (written in-house) is **The OS**, a CP/M-compatible system for 6502 processors. "It has been used on AIM, STD bus-based hardware, OSI computers, and other 6502 machines." Translators take note—it is being readied for the Apple II now, and other similar micros later on.

☐ Rights purchased and payment policy vary, but the company does

"not usually desire exclusive rights." Contact Richard Leary; "a letter is preferred!" Company replies in 4 to 6 weeks.

MicroTech Exports, Inc., 467 Hamilton Avenue, #2A, Palo Alto, CA 94301. (415) 324-9114.

☐ Type(s) of material purchased: Utilities software. Operating system(s): CP/M with 8" disk format. About half of packages published are from independents, such as their **DEC-CP/M** reformatter conversion software. "Have all your information at hand when you call us."

☐ Buys all rights. Payment negotiable. Contact Oscar Rosenbloom for guidelines. Company replies in 1 week.

Micro Ware Distributing, Inc., 1342 Route 23, Butler, NJ 07405. (201) 838-9027.

☐ Type(s) of material purchased: Business, games, and utilities software. Operating system(s): Apple (MS-DOS).

☐ Buys exclusive or non-exclusive marketing rights. Pays royalties. Contact Lou Ploch with a query letter. Company replies in 1 to 3 weeks.

Mi Kom Business Systems, Inc., 7100 North Broadway, #5A, Denver, CO 80221. (303) 428-2930.

☐ Type(s) of material purchased: Business, medical, and real-estate software. Operating system(s): CP/M.

☐ Rights purchased and payment policy vary. Contact Ben Ellis for current guidelines. Company replies in 3 weeks.

Milliken Publishing Company, 1100 Research Boulevard, St. Louis, MO 63132. (314) 991-4220.

☐ Type(s) of material purchased: Educational software. "Programs must be educational, but they can be games, simulations, or tutorials." Operating system(s): Apple DOS, Atari, Commodore, PC-DOS, and TI. Published "a few" packages from independents last year. The company also seeks independents for conversion/translation work. Write for details.

☐ Buys all rights. Pays royalties with advances. Contact Bodie Marx with a query letter. Company replies in 1 to 2 weeks.

Millionaire Pastimes, 6703 Rowell Court, Missouri City, TX 77489. (713) 437-4418.

☐ Type(s) of material purchased: Business, educational, home, and radio/TV management software. Operating system(s): MS-DOS: Apple, Atari, Commodore, Ohio Scientific, PC, TI, and TRS.

☐ Rights purchased and payment policy vary. Contact Arthur Nelson Wood for current guidelines. Company replies in 2 weeks.

Mini Business Systems, 17697 West 10-Mile Road, Southfield, MI 48075. (313) 552-1044.

☐ Type(s) of material purchased: Aviation, business/professional, construction, and stock-market software. Operating system(s): All Z80-Z80A CP/M DOS.

☐ Rights purchased and payment policy open. Contact John Giammarco with a query letter. Company replies in 3 to 4 weeks.

Mirror Images Software, Inc., 504 Broadway, Troy, NY 12180. (518) 274-2335.

☐ Type(s) of material purchased: Educational, entertainment, and home/productivity software. Operating system(s): DOS 1.1 and DOS 2.2.

☐ Rights purchased varies. Pays royalties (10 to 25% of net). Contact Risa Edelstein for current guidelines. Telephone call OK.

MIS, 250 Fern Rock Way, Boulder Creek, CA 95006. (408) 338-9546.

☐ Type(s) of material purchased: Educational and home/personal software. Operating system(s): Commodore DOS.

☐ Rights purchased and payment policy open. Contact Jeff L. Shyshka with a query letter. Company replies in 2 weeks.

MISOSYS, Inc., Box 4848, Alexandria, VA 22303. (703) 960-2998.

☐ Type(s) of material purchased: All "general-purpose" applications and utilities software. Operating system(s): LDOS/TRS-DOS 6.X, MS-DOS 2.0, and TRS-DOS 2.3/1.3. Six of MI's 12 packages published last year were from independents.

☐ Buys non-exclusive marketing rights. Pays maximum 15% royalties on retail sales. Contact Program Review Department with a query letter. Company replies in 8 weeks.

Mission Computers, 10 Green Acre Drive, Billerica, MA 01821. (617) 667-1320.

☐ Type(s) of material purchased: Business, educational, games, and home/entertainment/productivity software. Operating system(s): All TRS.

☐ Rights purchased and payment policy open. Contact Ron Ragonetti for current guidelines. Company replies in 2 weeks.

Modtec, 4144 North Via Villas, Tucson, AZ 85719. (602) 293-5186.

☐ Type(s) of material purchased: Business, educational, games, home, and utilities software. Operating system(s): Commodore, PC-DOS, and TRS.

☐ Rights purchased and payment policy negotiable. Contact N. J. Modney with a query letter. "Tell us about your background as well as about your software." Company replies in 3 weeks.

Modular Media, 11060 Paradela Street, Miami, FL 33156. (305) 661-7310.

☐Type(s) of material purchased: Educational software ("for the health professions"). Operating system(s): Apple DOS. One of last year's three packages was from an independent. **Medical Spanish** is unique and, in our opinion, a good example of a creative, long-overdue and salable package that represents good market research by its creator.

☐Rights purchased and payment policy vary. Contact Hilliard Jason, M.D., with a query letter or telephone call. Company replies in 3 weeks.

Morgan Technical Corporation, 1700 McHenry Village Way, Modesto, CA 95350. (209) 578-0346.

☐Type(s) of material purchased: Business and medical software. Operating system(s): PC-DOS.

☐Rights purchased and payment policy vary and are negotiable. Contact Steve Mandell with a query letter or guidelines request.

Mountain View Press, Inc., Box 4656, Mountain View, CA 94040. (415) 961-4103.

☐Type(s) of material purchased: All applications and utilities software, FORTH language only. Operating system(s): "Any." All 20 packages published last year were from independents. Recent titles: **FORTH Expert System**, **FORTH File Management System**, and **FORTH Development System**.

☐Rights purchased and payment policy vary and are negotiable. Contact Roy C. Martens with a query letter. Company replies in 4 weeks.

Mumford Micro Systems, Box 400, Summerland, CA 93067. (809) 969-4557.

☐Type(s) of material purchased: Home/personal, scientific, and utilities software. Operating system(s): TRS-DOS. Published four packages last year, three by independents.

☐Rights purchased negotiable. Pays royalties. Contact Bryan Mumford with a query letter. "You may call us for current information." Company replies in 1 to 2 weeks.

Muse Software, Inc., 347 North Charles Street, Baltimore, MD 21201. (301) 659-7212.

☐Type(s) of material purchased: Business, educational, recreational, and utilities software. Operating system(s): Apple DOS 3.3, PC MS-DOS 2.0/2.1, and TI MS-DOS 1.25.

☐Buys exclusive marketing license. Pays royalties. Contact Peter M. Comings for current guidelines.

Newline Software, 86 Edsel Road, Littleton, MA 01460. (617) 486-8535.

☐Type(s) of material purchased: Business, educational, games, home, and utilities software. Operating system(s): All CP/M.

☐Rights purchased and payment policy vary. Contact Ron Rocheleau for current guidelines. Company replies in 2 weeks.

NF Systems, Ltd., Box 76363, Atlanta, GA 30358. (404) 252-3302.

☐Type(s) of material purchased: Games, home, and utilities software. Operating system(s): PC-DOS. NFS publishes nine packages, all aimed at the individual IBM-PC owner. Look for them to expand into PCjr software: when they do, they'll probably need their existing lines transported.

☐Contact Nancy S. Frank with a query letter. Company replies in 3 weeks.

Nola Data Systems, Inc., 27 North Prince Street, Lancaster, PA 17603. (717) 393-7774.

☐Type(s) of material purchased: Business software. Operating system(s): Oasis.

☐Rights purchased and payment policy open. Contact Jerry Meadors with a query letter. Company replies in 3 weeks.

North American Mica, Inc., 11772 Sorrento Valley Road, San Diego, CA 92121. (619) 481-6998.

☐Type(s) of material purchased: Business software. Operating system(s): CP/M.

☐Rights purchased and payment policy open. Contact Al Vanderpool with a query letter. Company replies in 4 weeks.

North Bay Systems, 1623 Bridgeway #100, Sausalito, CA 94965. (415) 331-3664.

☐Type(s) of material purchased: Business software. Operating system(s): CP/M and MS-DOS. Three recent programs: **PRO/Search**, a personnel program; **PRO/Temp**, a temporary employment agency program; and **PRO/Trac**, a "succession planning program."

☐Buys non-exclusive rights. Royalties are negotiable. Contact Bill Mannheim or Tom Anderson for current guidelines. Company replies in 2 weeks.

North Star Computers, Inc., 14440 Catalina Street, San Leandro, CA 94577. (415) 357-8500.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): North Star CP/M. Like most hardware manufacturers, North Star actively seeks and heartily welcomes packages that expand its products' capabilities and sales appeal. If you use a North Star, put them at the top of your list.

☐ Contact Ruth Paquet for current guidelines. Company replies in 1 week.

Northwest Analytical, Inc., 1532 S.W. Morrison Street, Portland, OR 97205. (503) 224-7727.

☐ Type(s) of material purchased: Specialized vertical-market business/professional software—mathematical routines, financial modeling, lab functions, etc. NAI is not interested in the usual general-purpose business programs such as accounting and word processing. They specialize in industry-specific software targeted for technical tasks like statistics and forecasting. Operating system(s): "All common hardware—written in C or PL/I-80/86." Published one independent package last year.

☐ Rights purchased negotiable. Pays up to 15% royalties. Contact Jeffrey L. Cawley for current guidelines. Company replies in 2 to 4 weeks.

Omega Enterprises, 921 North La Jolla Avenue, Los Angeles, CA 90046. (213) 656-7368.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): CP/M and MS-DOS.

☐ Buys exclusive and non-exclusive marketing rights. Pays royalties. Contact Steve Grumette with a query letter. Company replies in 6 weeks.

Omega Information Systems, 2551 Regency Road, #105, Lexington, KY 40503. (606) 276-3592.

☐ Type(s) of material purchased: Business, educational, games, home, and utilities software. Operating system(s): Xerox.

☐ Rights purchased and payment policy vary. Contact Beverly A. Swiss-helm with a query letter. Company replies in 2 weeks.

Omega Microware, 222 South Riverside Plaza, Chicago, IL 60606. (312) 648-4844.

☐ Type(s) of material purchased: All applications and utilities software. Currently seeking entertainment and games. Operating system(s): Apple DOS, Atari, Commodore, PC-DOS, and compatible. **Locksmith** is one of last year's independent packages. OM welcomes all submissions, but is currently concentrating on adding more games to its list and will work on a contract basis with programmers who are developing them. Ask for details.

☐ Buys all rights. Payment negotiable. Contact Ron Metzker with a query letter. Company replies in 1 week.

Omikron Systems, 1127 Hearst, Berkeley, CA 94702. (415) 845-8013.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): TRS.

☐ Rights purchased and payment policy open. Contact George Gardner for current guidelines. Company replies in 1 to 2 weeks.

Omni Systems, Inc., 750 Industrial Drive, Elmhurst, IL 60126. (312) 279-2823.

☐ Type(s) of material purchased: Business, dental, legal, and medical software. Operating system(s): Altos, Onyx, PC, and TRS (CP/M, MP/M, Oasis, and Unix OS).

☐ Rights purchased and payment policy open. Contact Fred Fuller with a query letter (enclose sample screens). Company replies in 3 weeks.

Oppenheimer Software, Boat Basin 39, 79th Street, New York, NY 10024. (212) 787-2416.

☐ Type(s) of material purchased: Accounting, business, engineering, home, legal, and utilities software. Operating system(s): Apple, Commodore, DEC, North Star, and PC-DOS. "Have complete documentation."

☐ Rights purchased and payment policy vary. Contact Gary Oppenheimer with a query letter. Company replies in 3 weeks.

Optimized Systems Software, 10379 Lansdale Avenue, Cupertino, CA 95014. (408) 446-3099.

☐ Type(s) of material purchased: "Languages—high-level applications." Operating system(s): Atari DOS and DOS XL. Last year, bought four of eight published packages from independents. Three of them are **Action**, a new language for Atari; **MAC/65**, a macro assembler; and **C/65**, a small C compiler.

☐ Buys exclusive marketing rights. Payment policy varies. Contact Bill Wilkinson with a query letter. Company replies in 4 weeks.

Orion Software, P.O. Box 2488, Auburn, AL 36831. (205) 821-5113.

☐ Type(s) of material purchased: Business, educational, games, home, and utility software. Operating system(s): Commodore, PC, and TI (all MS-DOS).

☐ Rights purchased and payment policy vary. Write Kevin Azzouz for current guidelines. Company replies in 4 weeks.

Orthocade Corporation, Box 6191, Albany, CA 94706. (415) 753-3222.

☐ Type(s) of material purchased: Business software. Operating system(s): Apple and PC (both CP/M).

☐ Rights purchased and payment policy vary. Contact Lloyd S. Goodwin with a query letter. Company replies in 2 to 4 weeks.

Osborne Computer Corporation, 26538 Danti Court, Hayward, CA 94545. (415) 887-8080.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): Osborne. Osborne is another manufacturer that's

always looking to expand the utility—and therefore the marketability—of its own hardware. Use the features and capabilities fully.

☐ Rights purchased and payment policy vary. Contact Software Submissions Manager for current guidelines. Company replies in 2 to 3 weeks.

Oset Microcomputer Systems, 4693 Branciforte Drive, Santa Cruz, NM 95065. (408) 426-7665.

☐ Type(s) of material purchased: Business, construction, and home/productivity software. Operating system(s): TRS-DOS (CP/M).

☐ Rights purchased and payment policy vary. Contact J. L. Chrislock with a query letter. Company replies in 3 weeks.

PAC Corporation, 1617 St. Mark Plaza, Stockton, CA 95207. (209) 951-8697.

☐ Type(s) of material purchased: Business software. Operating system(s): PC-DOS.

☐ Rights purchased and payment policy open. Contact Fernando Corey with a query letter. Company replies in 2 to 3 weeks.

Panatec, Inc., 11450 Markon Drive, Garden Grove, CA 92641. (714) 895-3855.

☐ Type(s) of material purchased: Business and engineering software. Operating system(s): CP/M.

☐ Rights purchased varies. Pays royalties. Contact Michael Gordon with a query letter. Company replies in 2 to 3 weeks.

Pansophics, Ltd., P.O. Box 59, Whistlestop Mall, Rockport, MA 01966. (617) 546-3104.

☐ Type(s) of material purchased: Business, entertainment, and home/productivity software. Operating system(s): Apple, PC, and TRS (all CP/M).

☐ Rights purchased and payment policy vary. Contact Robert E. Ramsdell with a query letter. Company replies in 4 weeks.

Pathways, 1573 East 60th Street, Tulsa, OK 74105. (918) 749-1574.

☐ Type(s) of material purchased: Business and utilities software. Operating system(s): CP/M.

☐ Rights purchased and payment policy open. Contact J. H. Kahlke with a query letter. Company replies in 2 to 4 weeks.

PCD Systems, Inc., 163 Main Street, Penn Yan, NY 14527. (315) 536-7428.

☐ Type(s) of material purchased: Business, home/productivity, and medical software. Operating system(s): Apple and TRS-DOS.

☐ Rights purchased and payment policy open. Contact Daniel Dor-

rough with a query letter. Company replies in 4 weeks.

Peachtree Software, Inc., 3 Corporate Square, #700, Atlanta, GA 30329. (404) 325-8533.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): CP/M and MS-DOS. Peachtree is among the industry giants. The acquisitions program is fully debugged, and earnings potential is excellent. However, standards are very high. Be sure your package—software *and* documentation—is also fully debugged.

☐Buys exclusive marketing license. Pays royalties. Contact Software Acquisitions Department for current guidelines. Company replies in 4 weeks.

Pear Systems Corporation, 1044 Northern Boulevard, Roslyn, NY 11576. (203) 322-5593.

☐Type(s) of material purchased: Business and financial applications. Operating system(s): Apple DOS and MS-DOS. Published five packages last year, none from independents. Marketers of the **Pear** financial portfolio, analysis, and performance packages for the investor.

☐Rights purchased and payment policy are negotiable. Contact John Daynsy with a query letter.

Petted Micro Systems, 4265 West Loomis Road, Milwaukee, WI 53221. (414) 282-4181.

☐Type(s) of material purchased: Games, home, and utilities software. Operating system(s): Commodore (MS-DOS).

☐Rights purchased and payment policy open. Contact Theodore Polcznski with a query letter. Company replies in 3 weeks.

Phase Zero, Ltd., 2509 North Campbell, #130, Tucson, AZ 85719. (602) 884-6000.

☐Type(s) of material purchased: Architecture, business, construction, educational, engineering, and utilities software. Operating system(s): Apple DOS.

☐Rights purchased and payment policy open. Contact Peter Norton with a query letter. Company replies in 1 to 4 weeks.

Phoenix Digital Corporation, 2315 North 35th Avenue, Phoenix, AZ 85009. (602) 278-3591.

☐Type(s) of material purchased: Business, manufacturing, and utilities software. Operating system(s): All.

☐Rights purchased and payment policy vary. Contact G. Trussell with a query letter. Company replies in 3 weeks.

Piccadilly Software, Inc., 89 Summit Avenue, Summit, NJ 07901. (201) 277-1020.

☐Type(s) of material purchased: Games, entertainment, and home/personal/productivity software. Operating system(s): Apple DOS.

☐Rights purchased and payment policy open. Contact Dennis Tolley with a query letter. Company replies in 1 week.

Picur Software, 1929 East Allegheny Avenue, Philadelphia, PA 19134.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): Apple DOS and PC-DOS. "We'll do anything reasonable to attract and work with top-notch professionals who are producing truly innovative, easy-to-use packages."

☐Rights purchased negotiable. Pays "excellent" royalties. Contact J. E. Pickering, M.D., with a query letter. Company replies in 3 weeks.

Plus Computer Technology, Inc., 6900 North Austin Avenue, Chicago, IL 60648. (312) 647-0988.

☐Type(s) of material purchased: Business software. Operating system(s): PC and TRS (both CP/M and MS-DOS).

☐Rights purchased and payment policy open. Contact Gary Simon with a query letter. Company replies in 2 weeks.

Portable Software, Inc., 535 Middlefield Road, #230, Menlo Park, CA 94025. (415) 326-1379.

☐Type(s) of material purchased: Business and real-estate software. Operating system(s): PC-DOS.

☐Rights purchased and payment policy open. Contact Keith Clark with a query letter. Company replies in 4 weeks.

PowerSoft, 11500 Stemmon Expressway, #125, Dallas, TX 75229. (214) 484-2976.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): TRS-DOS. Publishes 15 packages, distributes 175.

☐Rights purchased and payment policy are negotiable. Contact Dennis Brent for current guidelines. Company replies in 2 weeks.

Practical Programs, 1104 Aspen Drive, Toms River, NJ 08753. (201) 349-6070.

☐Type(s) of material purchased: Aviation, business, educational, home/entertainment, mail-order, and utilities software. Operating system(s): TRS (DOS PLUS, LDOS, MultiDOS, and NewDOS). "Format your documentation as an ASCII file on disk."

☐Rights purchased and payment policy negotiable. Contact Gerry Wagner with a query letter. Company replies in 3 weeks.

Pretzel Land Software, 2005 Whittaker Road, Ypsilanti, MI 48197. (313) 483-7358.

☐Type(s) of material purchased: Educational, entertainment, and utilities software. Operating system(s): Atari.

☐ Rights purchased and payment policy open. Contact Bob Retelle with a query letter. Company replies in 2 weeks.

Pro-80 Systems, 3206 Center Street, Cedar Falls, IA 50613. (319) 266-4262.

☐ Type(s) of material purchased: Business/professional, industrial (manufacturing), and utilities software. Operating system(s): TRS-DOS.

☐ Rights purchased and payment policy open. Contact Ron Ryan with a query letter. Company replies in 4 weeks.

Professional Medical Software, 3604 Foot Hill Boulevard, La Crescenta, CA 91214. (213) 248-2884.

☐ Type(s) of material purchased: Business and medical software. Operating system(s): Apple and PC.

☐ Rights purchased and payment policy open. Contact F. Berkenbile with a query letter. Company replies in 4 to 5 weeks.

Program Design, Inc., 95 East Putnam Avenue, Greenwich, CT 06830. (203) 661-8799.

☐ Type(s) of material purchased: Educational games and courseware. Operating system(s): All micro tape and disk OS.

☐ Rights purchased vary. Pays royalties. Contact Bob Hall for current guidelines. Company replies in 3 to 5 weeks.

Program Research & Software Corporation, 257 Central Park West, New York, NY 10024. (212) 787-1526.

☐ Type(s) of material purchased: Varies, depending on clients' needs. Operating system(s): All. PRS develops customized software for clients, working with independents on a contract basis. "Although most of our work is done with local programmers with whom we have good relationships, we are always glad to hear from free-lancers who may be able to join us in future projects."

☐ Contact Pierre Schwob for current needs.

Psychotechnics, Inc., 1900 Pickwick Avenue, Box M, Glenview, IL 60025. (312) 729-5850.

☐ Type(s) of material purchased: "Educational and learning software for home and school." Operating system(s): Apple DOS 3.3 and PC-DOS 1.0 and 2.0.

☐ Buys all rights. Payment negotiable. Contact Oakley G. Stevens with a query letter. Company replies in 4 weeks.

Quality Systems Development, 645 North Michigan, #638, Chicago, IL 60611. (312) 266-6080.

☐ Type(s) of material purchased: Business and utilities software. Operating system(s): IBM MVS, MVXXA, VSII, and SVS (all 1600 BPI tape).

☐ Buys exclusive and non-exclusive marketing licenses. Pays royalties. Contact Lory Franta for current guidelines. Company replies in 12 weeks.

Quantum Information Systems, 145 Northwest 85th Street, Seattle, WA 98117. (206) 789-2888.

☐ Type(s) of material purchased: Utilities software. Operating system(s): DEC (Oasis).

☐ Rights purchased and payment policy open. Contact David Payne for current guidelines. Company replies in 2 weeks.

Quick Tax, Ltd., 319 Clawson Street, Staten Island, NY 10306. (212) 351-6143.

☐ Type(s) of material purchased: Accounting, banking, business, tax, and related software. Operating system(s): All major Z80/Z80A CP/M DOS.

☐ Rights purchased and payment policy open. Contact Clem Ida for current guidelines. Company replies in 1 to 2 weeks.

R & B Computer Systems, Inc., 648 South River Drive, Tempe, AZ 85224. (602) 968-7101.

☐ Type(s) of material purchased: Business, accounting, financial, and utilities software. Operating system(s): CP/M.

☐ Rights purchased and payment policy open. Contact Charles Booth, CPA, with a query letter. Company replies in 3 weeks.

Rainbow Computing, Inc., 9719 Reseda Boulevard, Northridge, CA 91324. (213) 349-0300.

☐ Type(s) of material purchased: All applications and utilities software, except games. (Current emphasis: aviation and sports.) Operating system(s): Apple DOS, DEC, and PC-DOS. All published packages are by independents. "We want good graphics and error-trapping capabilities."

☐ Buys all rights. Pays royalties. Contact Tina Day with a query letter. Company replies in 3 weeks.

RAK Electronics, Box 1585, Orange Park, FL 32073. (904) 264-0756.

☐ Type(s) of material purchased: Amateur radio, business, and utilities software. Operating system(s): Atari 400-800, Commodore 64 and VIC 20, and TI-99. All 50 of last year's packages came from independents. A sampling includes **C64 Morse**, an amateur radio program for sending and receiving CW (Morse code) and **C64 Maillist**.

☐ Buys non-exclusive rights. Pays royalties. Contact Richard A. Knox for current guidelines. Company replies in 3 weeks.

Reader's Digest Microwave Division, Pleasantville, NY 10570. (914) 241-5738.

☐ Type(s) of material purchased: "Educational games and self-help programs for homes and schools." Operating system(s): Apple DOS 3.3 and PC-DOS 1.1. RD is one of the most successful publishing/marketing organizations in the world, and they've been around since King Kong was a chimp. If your work is up to snuff and they take it, it will in all likelihood sell very, very well.

☐ Rights purchased varies. Pays royalties "on a sliding scale." Contact Ellen Smith with a query letter. Company replies in 10 weeks.

Real-Soft Systems, Inc., 100 South Spring, Aspen, CO 81611. (303) 925-1558.

☐ Type(s) of material purchased: Business and real-estate software. Operating system(s): Oasis.

☐ Rights purchased and payment policy open. Contact Brian Goodheim with a query letter. Company replies in 2 to 3 weeks.

Realty Software Company, 1926 South Pacific Coast Highway, Redondo Beach, CA 90277. (213) 372-9419.

☐ Type(s) of material purchased: Business (real-estate), educational, and home/productivity software. Operating system(s): Altos, Apple, NEC, North Star, Osborne, and TRS (all CP/M or MP/M). "We'd like software submitted on Apple DOS, 8" CP/M, PC, or TRS-80, model I or III."

☐ Contact David Wichmann with a query letter. Company replies in 3 weeks.

Reichert Digital Systems, 29 Blazier Road, Warren, NJ 07060. (201) 469-3854.

☐ Type(s) of material purchased: "Business or vertical-market packages. Not interested in games." Operating system(s): CP/M, H-DOS, MS-DOS, and Z-DOS. Published two staff-written packages last year.

☐ Buys exclusive rights. Payment negotiable. Contact R. S. Reichert for current guidelines. Company replies in 2 weeks.

RE International Systems, 6404 Wilshire Boulevard, Los Angeles, CA 90048. (213) 852-1054.

☐ Type(s) of material purchased: Accounting, financial, and insurance software. Operating system(s): Apple and TRS (both CP/M).

☐ Rights purchased and payment policy open. Contact Warwick Feldman with a query letter. Company replies in 4 weeks.

Reston Publishing Company, Inc., 11480 Sunset Hills Road, Reston, VA 22090. (703) 437-8900.

☐ Type(s) of material purchased: Business and educational (games and tutorials) software. Operating system(s): Apple DOS, Atari, Commodore, PC-DOS, and Timex/Sinclair. All published packages are from independents. RPC, a division of Prentice-Hall, Inc., also needs indepen-

dents for conversion work on existing packages. Call or write for current needs and details.

☐ Buys exclusive marketing rights. Payment negotiable. Contact Nikki Hardin with a query letter. Company replies in 2 weeks.

Right On Programs, Box 977, Huntington, NY 11743. (516) 271-3177.

☐ Type(s) of material purchased: Educational software. Operating system(s): Apple DOS, PC-DOS, and PET. Published 52 packages last year, 35 from independents. ROP's offerings are varied and creative, covering just about every conceivable aspect of education, from the usual tutorials and games (**Spelling II**, **The Reproducible Crossword Puzzle**) to librarian aids (**Overdue Books**).

☐ Buys all rights. Pays royalties. Contact Don Feinstein with a query letter. Company replies in 2 weeks.

Rocky Mountain Software Systems, Box 3282, Walnut Creek, CA 94598. (415) 680-8378.

☐ Type(s) of material purchased: Business software. Operating system(s): Kaypro, Osborne, and PC.

☐ Rights purchased and payment policy open. Contact Gregg E. Marshall with a query letter.

Rollins Medical/Dental Systems, 23100 Providence Drive, #275, Southfield, MI 48075. (313) 557-8222.

☐ Type(s) of material purchased: Dental and medical software. Operating system(s): IBM Datamaster (8" DDDS).

☐ Buys all rights. Payment policy varies. Contact Eugene Q. Rollins with a query letter and résumé.

S.A.I.L. Systems, 86 West University, Mesa, AZ 85202. (602) 962-1876.

☐ Type(s) of material purchased: Business/professional, manufacturing, and utilities software. Operating system(s): Altos, Cromemco, DEC, HP, H/Z, NEC, Osborne, PC, and TRS.

☐ Rights purchased and payment policy open. Contact Michael B. Bolano for current guidelines. Company replies in 2 weeks.

Howard W. Sams & Company, Inc., 4300 West 62nd Street, Indianapolis, IN 46268. (317) 298-5728.

☐ Type(s) of material purchased: Games—arcade, adventure, and simulations software. Productivity tools—word processing graphics, etc. Utilities—programming aids. Operating system(s): MS-DOS, DOS 3.3, PC-DOS and PRO-DOS. Bought all 14 packages published last year from independents. Two are **Hello Central!**, a communications package for Apple II DOS and compatible, and **Picture This!**, graphics for PC-DOS. Their guidelines package is among the most complete and friendly we've seen. They like independents!

☐ Buys exclusive rights. Pays royalties with advances, or lump sum. Contact James F. Hunter for current guidelines. Company replies in 4 weeks.

Santa Cruz Educational Software, 5425 Jigger Drive, Soquel, CA 95073. (408) 476-4901.

☐ Type(s) of material purchased: Business, educational, games, and home/productivity software. Operating system(s): Atari.

☐ Rights purchased and payment policy open. Contact Robin A. Sherer for current guidelines. Company replies in 2 weeks.

SCDC, 13653 East Teague, Clovis, CA 93613.

☐ Type(s) of material purchased: Educational and home/personal/recreational software. Operating system(s): TRS.

☐ Rights purchased and payment policy open. Contact Don Olshove with a query letter. Company replies in 3 to 4 weeks.

Sensible Software, Inc., 24011 Seneca, Oak Park, MI 48237. (313) 977-3869.

☐ Type(s) of material purchased: Business software. Operating system(s): Apple DOS and PC-DOS. Four of five packages published last year were from independents—**Sensible Speller**, **Graphics Department**, and **Bookends**, a specialized database, were among them. "Beginners should be able to use the software with no trouble."

☐ Buys exclusive rights. Pays royalties. Contact Roger Tuttleman with a query letter. Company replies in 2 to 3 weeks.

Sentient Software, Inc., 1280 Ute Avenue, Aspen, CO 81612. (303) 925-9293.

☐ Type(s) of material purchased: Business, educational, home/productivity, and personal software. Operating system(s): Apple DOS, Atari, Commodore, Epson, and PC-DOS (FORTH preferred). "We want programs that can be easily transported for use on other computers." Published no independent packages last year.

☐ Buys all rights. Pays royalties (up to 20%). Contact Larry Gottlieb with a query letter. Company replies in 2 weeks.

Sierra On-Line, Inc., Sierra On-Line Building, Coarsegold, CA 93614. (209) 683-6858.

☐ Type(s) of material purchased: Games, home, and home/educational software. Operating system(s): Apple, Atari 400/800/2600/5200, Commodore 64/Vic 20, and PC. Sierra buys a very large proportion of its published packages from independents, and is among the most friendly and accommodating companies we know. Their guidelines package is one of the best, ranking with the quality and creativity of their products.

☐ Buys all rights. "Usually" pays royalties. Contact Howard Luthy for current guidelines. Company replies in 2 weeks.

Silicon Valley Systems, 1625 El Camino Real, Belmont, CA 94002. (415) 593-4344.

☐Type(s) of material purchased: Business and educational software. Operating system(s): Apple DOS and MS-DOS.

☐Buys exclusive marketing license. Pays royalties (10% to 20%). Contact Suzanne Stitt for current guidelines. Company replies in 12 weeks.

Simplified Software, 118 Third Avenue N.W., Hickory, NC 28601. (704) 328-2386.

☐Type(s) of material purchased: Business, real-estate, home, and scientific software. Operating system(s): TRS (MS-DOS).

☐Rights purchased and payment policy open. Contact Michael B. Rowe with a query letter. Company replies in 2 weeks.

Sirius Software, Inc., 10364 Rockingham Drive, Sacramento, CA 95827. (916) 366-1195.

☐Type(s) of material purchased: Games and educational software. Operating system(s): Apple DOS and MS-DOS.

☐Buys all rights. Pays royalties. Contact Ernie Brock for current guidelines. Company replies in 4 weeks.

Sir-Tech Software, Inc., 6 Main Street, Ogdensburg, NY 13669. (315) 393-6633.

☐Type(s) of material purchased: "Home-oriented products—games and personal/productivity software." Operating system(s): Apple DOS, Atari, Commodore, and PC-DOS.

☐Buys exclusive license. Payment policy varies and is negotiable. Contact R. Sirotek for current guidelines. Company replies in 4 weeks.

6502 Program Exchange, 2920 West Moana, Reno, NV 89509. (702) 825-8413.

☐Type(s) of material purchased: Compilers and utilities software. Operating system(s): Apple DOS. All packages published last year were by independents. "Documentation must be thorough, clear, and logical."

☐Buys non-exclusive rights. Pays royalties. Contact David Marsh with a query letter. Company replies in 2 weeks.

Smart Ware, 2281 Cobblestone Court, Dayton, OH 45431. (513) 426-3579.

☐Type(s) of material purchased: Educational, scientific, and utilities software. Operating system(s): Apple and PC.

☐Rights purchased and payment policy vary and are negotiable. Contact Bob Rennard with a query letter. Company replies in 4 weeks.

Sof/Sys, Inc., 4306 South Upton Avenue, Minneapolis, MN 55410. (612) 929-7104.

☐ Type(s) of material purchased: Business, educational, and utilities software. Operating system(s): Apple DOS, Olivetti, and PC-DOS.

☐ Rights purchased and payment policy open. Contact John Risken for current guidelines. Company replies in 3 weeks.

Sofprotext, Box 271, Belmont, CA 94002. (415) 595-5595.

☐ Type(s) of material purchased: Business and educational software. Operating system(s): Apple DOS (II, IIe, and III), and DEC RSTS/E. Published no independent packages last year. "Software must be bug-free and instantly usable."

☐ Rights purchased and payment policy vary. Contact David Cortopassi with a query letter. Company replies in 2 weeks.

Sofstar, Inc., 13935 Juno Square, Juno Beach, FL 33408. (305) 627-5511.

☐ Type(s) of material purchased: Accounting and business software. Operating system(s): Apple DOS and PC-DOS. Published no independent packages last year.

☐ Rights purchased and payment policy "open." Contact J. Michael Carlisle with a query letter. Company replies in 3 weeks.

Softape/Artsci, Inc., 5547 Satsuma Avenue, North Hollywood, CA 91601. (213) 985-5763.

☐ Type(s) of material purchased: Business software. Operating system(s): Apple DOS and Pro DOS. Both packages published last year were from independents. Three typical programs are **Magic Window II**, **Magic Memory**, and **Magicalc**—a word processor, database, and spread sheet, respectively.

☐ Rights purchased and payment policy vary and are negotiable. Contact Bill Scheduling for current guidelines. Company replies in 2 weeks.

Softbyte Computing, 1 Tamarac Road, Wallingford, CT 06492. (203) 265-4570.

☐ Type(s) of material purchased: Business, educational, home, scientific, and utilities software. Operating system(s): TRS-DOS.

☐ Rights purchased and payment policy vary. Contact Don Bertrand for current guidelines. Company replies in 2 weeks.

Softech Microsystems, Inc., 9494 Black Mountain Road, San Diego, CA 92126. (619) 451-1230.

☐ Type(s) of material purchased: Business/professional, educational, and utilities software. Operating system(s): Apple DOS, Commodore, HP, PC-DOS, TI, and TRS.

☐ Rights purchased and payment policy open. Contact Jim Bandy with a query letter. Company replies in 3 weeks.

Softronix, 4600 Park Road, #1000, Charlotte, NC 28209.

☐ Type(s) of material purchased: Accounting, business, financial, games, home, and scientific software. Operating system(s): CP/M.

☐ Rights purchased and payment policy negotiable. Contact David Batt for current guidelines. Company replies in 2 to 3 weeks.

SoftSide Publications, Inc., 10 Northern Boulevard, Amherst, NH 03031. (603) 673-0585.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): Apple DOS. SoftSide is a monthly publication that seeks programs and articles for print publication. Most programs are from independents. "Don't hesitate to submit something a little offbeat, and if translation interests you, send for our list of needs."

☐ Buys first publication rights for a negotiated sum. Contact Phil Daly with a query letter. Company replies in 6 weeks.

Soft Touch, Box 7200, Costa Mesa, CA 92626. (714) 645-8800.

☐ Type(s) of material purchased: Business, games, home, and scientific software. Operating system(s): Apple DOS.

☐ Rights purchased and payment policy open. Contact Phil Rengo with a query letter. Company replies in 3 weeks.

Software Concepts, 116 Preston Valley Court, Dallas, TX 75230. (214) 458-0330.

☐ Type(s) of material purchased: Business, home/productivity, and utilities software. Operating system(s): TRS.

☐ Rights purchased and payment policy vary. Contact Mike Darnell with a query letter. Company replies in 4 weeks.

The Software Connection, 10703 Meadowhill Road, Silver Spring, MD 20901. (301) 593-0975.

☐ Type(s) of material purchased: Business, educational, home, and utilities software. Operating system(s): CP/M.

☐ Rights purchased and payment policy negotiable. Contact Phil Ingersoll with a query letter. Company replies in 2 weeks.

The Software Establishment, 741-D Lakefield Road, Westlake Village, CA 91361. (213) 991-7711.

☐ Type(s) of material purchased: Business software. Operating system(s): CP/M.

☐ Rights purchased and payment policy vary. Contact Arthur Wilkes with a query letter. Company replies in 2 to 3 weeks.

The Software Federation, Inc., 44 East University Drive, Arlington Heights, IL 60004. (312) 259-1355.

- ☐ Type(s) of material purchased: Business/professional, legal, manufacturing, medical, and utilities software. Operating system(s): All CP/M.
- ☐ Rights purchased and payment policy open. Contact Jeff Beamsley with a query letter. Company replies in 2 weeks.

The Software Group, 10471 South Brookhurst, Anaheim, CA 92804. (714) 535-5274.

- ☐ Type(s) of material purchased: Business and utilities software. Operating system(s): CP/M and MS-DOS.
- ☐ Rights purchased and payment policy open. Contact Jerry Burlin with a query letter or guidelines request. Company replies in 1 to 4 weeks.

Softwarehouse International, 3084 Adler Avenue, Clovis, CA 93613. (209) 251-7877.

- ☐ Type(s) of material purchased: Accounting, business, financial, and utilities software. Operating system(s): Apple and TRS-DOS (both CP/M).
- ☐ Rights purchased and payment policy vary and are negotiable. Contact Carl F. Larsen with a query letter or guidelines request. Company replies in 1 to 4 weeks.

The Software Plantation, Box 44623, Tacoma, WA 98444. (206) 531-1506.

- ☐ Type(s) of material purchased: Business, educational, home, and utilities software. Operating system(s): Apple DOS.
- ☐ Rights purchased and payment policy open. Contact Al Stakset with a query letter. Company replies in 3 weeks.

The Software Store, 706 Chippewa Square, Marquette, MI 49855. (906) 228-7622.

- ☐ Type(s) of material purchased: Business/professional software. Operating system(s): CP/M 80, CP/M 86, and MS-DOS. Published two packages last year, neither from independents. They are a data communications system for CP/M and MS-DOS, and the **Point of Sale System**, a multi-program package for retail organizations with many register locations.
- ☐ Rights purchased and payment policy vary. Contact Rod Aldrich with query letter.

Software Street, 3392 Clipper Drive, Chino, CA 91710. (714) 591-3061.

- ☐ Type(s) of material purchased: Business, educational, games, home, and utilities software. Operating system(s): Atari.
- ☐ Rights purchased and payment policy open. Contact Steve Olsson with a query letter. Company replies in 3 weeks.

Software Technology for Computers, Inc., 153 California Street, Newton, MA 02158. (617) 244-2590.

☐Type(s) of material purchased: Business software. Operating system(s): MS-DOS.

☐Rights purchased and payment policy negotiable. Contact Michael P. Belanger with a query letter.

The Software Toolworks, 15233 Ventura Boulevard, #1118, Sherman Oaks, CA 91403. (213) 986-4885.

☐Type(s) of material purchased: Business/professional, games, home/personal, and utilities software. Operating system(s): Kaypro, Osborne, PC-DOS, Xerox, and Zenith/Heathkit. Almost all published packages are by independents. Two from last year are the **Word Wiggle Game** and the **Computer Chef Cookbook**.

☐Buys exclusive marketing rights for specific computers. Pays 35% royalties. Contact Cheryl West with a query letter or phone call. Company replies in 4 to 6 weeks.

Software Wizardry, Inc., 122 Yankee Drive, St. Charles, MO 63301. (314) 946-1968.

☐Type(s) of material purchased: Educational (CAI), graphics, and utilities software. Operating system(s): Commodore, PC-DOS, and Zenith/Heathkit. "Almost all" packages published last year were by independents. "We'd rather see a small program that's perfect than a complicated application that's confusing and not well-conceived and thought out."

☐Buys all rights. Pays up to 40% royalties. Contact Thomas Jorgenson with a query letter. Company replies in 1 week.

The Software Works, Inc., 1032 Elwell Court, #210, Palo Alto, CA 94303. (415) 960-1800.

☐Type(s) of material purchased: Business and utilities software. Operating system(s): All micro DOS.

☐Rights purchased and payment policy open. Contact Michael Allen with a query letter. Company replies in 4 weeks.

Softworks, Ltd., 607 West Wellington Street, Chicago, IL 60657. (312) 327-7666.

☐Type(s) of material purchased: Utilities software. Operating system(s): Not specified.

☐Rights purchased and payment policy open. Contact Robert Salita for current guidelines. Company replies in 2 weeks.

Sony of America, Microproducts Division, Sony Drive, Park Ridge, NJ 07656. (201) 930-1000.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): Sony. Like other hardware manufacturers, Sony seeks to acquire packages that expand the hardware's capabilities and

applications. Your work must be first-rate, because the company is very choosy. Fewer than 10% of published packages are from independents.
☐ Rights purchased and payment policy vary and are negotiable. Contact Laszlo Nemeth for current guidelines. Company replies in 4 weeks.

Sorcim Corporation, 2310 Lundy Avenue, San Jose, CA 94131. (408) 942-1727.

☐ Type(s) of material purchased: Template applications for **SuperCalc** and **SuperWriter** series. Operating system(s): **SuperCalc** and **SuperWriter** currently operate under CP/M 2.2, CP/M 86, MS-DOS, and PC-DOS. The company wants to see template programs that would allow their current software to operate under other systems.

☐ Rights purchased varies. Pays royalties (10 to 15%). Contact Fred Gross with a query letter. Company replies in 3 weeks.

Southern Computer Systems, Inc., 2304 North 12th Avenue, Birmingham, AL 35234. (205) 933-1659.

☐ Type(s) of material purchased: Business/professional and utilities software. Operating system(s): CP/M, MP/M, and MS-DOS. "We deal with software for Altos, Apple, Cromemco, DEC, HP, H/Z, Intertec, NCR, North Star, Ohio Scientific, Osborne, TRS, and Xerox systems."

☐ Rights purchased and payment policy vary. Contact Stephen M. Freeman with a telephone query.

Southwest EdPsych Services, Inc., Box 1870, Phoenix, AZ 85001. (602) 253-6528.

☐ Type(s) of material purchased: Educational, games, and utilities software. Operating system(s): Apple DOS. Published ten packages last year, none from independents. Recent titles are **Reading Machine**, a comprehensive beginning-reading program; **Vocabulary Machine**, for grades 1 through 12; and **Games for Kids**. "We do not wish to entertain proposals and ideas, only finished software, please."

☐ Rights purchased and payment policy vary and are negotiable. Contact Marley Watkins with a query letter. Company replies in 4 weeks.

Southwestern Data Systems, 10761 Woodside, Suite E, Santee, CA 92071. (619) 562-3670.

☐ Type(s) of material purchased: Business, educational, entertainment, and utilities software. Operating system(s): Apple DOS and PC-DOS.

☐ Buys exclusive marketing license. Pays royalties (remitted monthly). Contact Tom Burns for current guidelines. Company replies in 8 weeks.

Spectral Associates, 3418 South 90th Street, Tacoma, WA 98409. (206) 581-6938.

☐ Type(s) of material purchased: Educational, home, and utilities software. Operating system(s): TRS (MS-DOS).

☐ Rights purchased varies. Pays royalties. Contact Cindy Shackelford for current guidelines (royalty schedule sent with guidelines, if requested). Company replies in 2 weeks.

Spectrum Computers, 26618 Southfield, Latrop Village, MI 48076. (313) 552-9092.

☐ Type(s) of material purchased: Entertainment and home/personal/productivity software. Operating system(s): Apple DOS and Epson DOS.

☐ Rights purchased and payment policy open. Contact H. Dick Breidenbach with a query letter. Company replies in 1 to 3 weeks.

Standard Micro Systems, Inc., 136 Granite Hill Court, Langhorne, PA 19047. (215) 968-5966.

☐ Type(s) of material purchased: Business software. Operating system(s): TRS-DOS (CP/M).

☐ Rights purchased and payment policy open. Contact Bob Roth with a query letter. Company replies in 4 weeks.

Starburst Concepts, Inc., 5571 North University Drive, #201, Lauderhill, FL 33321. (305) 724-2521.

☐ Type(s) of material purchased: Business, games, and educational software. Operating system(s): MS-DOS and PC-DOS.

☐ Buys all rights. Pays royalties and bonuses. Contact Jim Brent with a query letter. Company replies in 3 weeks.

Starside Engineering, P.O. Box 18039, Rochester, NY 14618. (716) 461-1027.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): PC-DOS.

☐ Rights purchased and payment policy open. Contact Software Acquisitions Manager with a query letter. Company replies in 3 weeks.

Stellation II, Lobero Building, Box 2342, Santa Barbara, CA 93120. (805) 966-1140.

☐ Type(s) of material purchased: Business, games, and utilities software. Operating system(s): Apple DOS and TRS-80. Most packages are by independents. "We need people to develop conversions routines from Pascal to CP/M in 6809 Assembly."

☐ Rights purchased and payment policy vary "by individual arrangement." Contact Jim Hinds for current guidelines. Company replies in 1 week.

Sterling Swift Publishing Company, 7901 South Interstate Highway #35, Austin, TX 78744. (512) 282-6840.

☐ Type(s) of material purchased: Educational software. Operating sys-

tem(s): Apple IIe, C-64, PC/PCjr-DOS, and TRS-80 IV DOS. Swift offers a wide-ranging line of software, from **Australia Tours** by J.D. Eisenberg to **Music Readiness** by Dinah Embry. All 35 packages published last year were from independents. They know how to successfully market and sell to educational institutions, and we highly recommend them as a target company to teachers with good CAI and educational games.

☐ Buys exclusive rights. Pays royalties. Contact Sterling A. Swift with a query letter. Company replies in 4 weeks.

Stok Software, Inc., 17 West 17th Street, New York, NY 10011. (212) 426-7022.

☐ Type(s) of material purchased: Business and utilities software. Operating system(s): CP/M, MS-DOS, and TurboDOS. All programs were staff-written last year, including their **Hard Disk Backup Facility**, a CCP replacement for CP/M 2.2. "Looking for programmers to write in PILOT."

☐ Rights purchased and payment policy vary and are negotiable. Contact Glenn Stok with a query letter. Company replies in 6 weeks.

Stoneware, Inc., 50 Belvedere Street, San Rafael, CA 94901. (415) 454-6500.

☐ Type(s) of material purchased: Business software. Operating system(s): Apple DOS and PC-DOS. Current offerings are **DBMaster** and **Advanced DBMaster** for the PC.

☐ Rights purchased and payment policy vary. Contact Frank Colin for current guidelines. Company replies in 2 to 4 weeks.

Storybooks of the Future, 527 41st Avenue, San Francisco, CA 94121. (415) 386-5184.

☐ Type(s) of material purchased: Educational and home/entertainment software. Operating system(s): TRS.

☐ Rights purchased and payment policy open. Contact John D. Perron for current guidelines. Company replies in 4 weeks.

Strategic Simulations, Inc., 883 Stierlin Road, Building #A-200, Mountain View, CA 94043. (415) 964-1353.

☐ Type(s) of material purchased: Games—strategy and war. Operating system(s): Apple DOS and Atari (disk and tape). "A quick-moving, fast-executing program is required."

☐ Buys all rights. Pays royalties (10% to 20% of net sales), remitted monthly. Contact Chuck Krogel for current guidelines. Company replies in 2 weeks.

Sublogic Corporation, 713 Edgebrook Drive, Champaign, IL 61820. (217) 359-8482.

☐ Type(s) of material purchased: Games. Operating system(s): "We use our own operating systems on all computers." One of the six packages

SC published last year was from an independent. **Flight Simulator II** and the memorable **Night Mission Pinball** are recent titles.

☐ Buys one-year exclusive rights, pays royalties. "Write for non-disclosure agreement." Contact Norm Olsen for current guidelines. Company replies in 8 weeks.

Sunburst Communications, 39 Washington Avenue, Pleasantville, NY 10570. (914) 769-5030.

☐ Type(s) of material purchased: Educational software. Operating system(s): All micro resident DOS. SC's software ranges from pre-school to adult in all subjects. Of 25 packages published last year, ten were from independents. Examples are **The Factory**, a problem-solving program; **The Pond**, logic strategies; and **M-ss-ng L-nks**, a language-arts disk.

☐ Buys exclusive rights. Payment policy varies and is negotiable. Contact Marge Kosels with a query letter. Company replies in 4 to 5 weeks.

Sunflower Software, Inc., 13915 Midland Drive, Shawnee, KS 66216. (913) 631-1333.

☐ Type(s) of material purchased: Business, educational, entertainment, and utilities software. Operating system(s): H/Z (CP/M).

☐ Rights purchased and payment policy open. Contact Rick Kerbel with a query letter. Company replies in 2 weeks.

Superior Graphic Software Products, P.O. Box 541, Canton, NC 28716. (704) 648-6015.

☐ Type(s) of material purchased: Business, educational, home, and utilities software. Operating system(s): TRS-DOS. It was no surprise to us to hear that all submitted packages must make full (or better!) use of the hardware's graphics capabilities.

☐ Rights purchased and payment policy open. Contact Ted Evans for current guidelines. Company replies in 2 weeks.

Super Score, 21612 Turmeric Court, Saugus, CA 91350. (805) 255-5850.

☐ Type(s) of material purchased: Games and educational software. Operating system(s): Apple DOS.

☐ Rights purchased and payment policy open. Contact Ralph Bonkowski with a query letter. Company replies in 3 weeks.

SuperSoft, Inc., 40 Main Street, Box 1628, Champaign, IL 61820. (217) 359-2112.

☐ Type(s) of material purchased: Business and educational software. Operating system(s): All major DOS utilizing CP/M-86 and/or MS-DOS. Fifty percent of packages published last year were by independents.

☐ Rights purchased negotiable. Pays royalties. Contact Stephen Hagler with a query letter. Company replies in 3 weeks.

Surveyors' Supply Company, P.O. Box 808, Route 64 & U.S. 1, Apex, NC 27502. (919) 362-7000.

☐Type(s) of material purchased: Business/professional (surveying) and home/productivity software. Operating system(s): Apple DOS, Commodore, HP, and TI.

☐Rights purchased and payment policy open. Contact A. Earl Smith with a query letter. Company replies in 3 weeks.

Swiftly Software, Inc., 64 Broadhollow Road, Melville, NY 11747. (516) 549-9141.

☐Type(s) of material purchased: Business, games, educational, home, and utilities software. Operating system(s): Atari DOS.

☐Rights purchased and payment policy open. Contact Lee Jacknow for current guidelines. Company replies in 4 weeks.

Sycom, 3517 West Beltline Highway, Madison, WI 53707. (608) 271-1133.

☐Type(s) of material purchased: Business and medical software. Operating system(s): TRS-DOS (CP/M).

☐Rights purchased and payment policy open. Contact Richard Rehberg with a query letter. Company replies in 2 weeks.

Synapse Software, 5221 Central Avenue, #200, Richmond, CA 94804. (415) 527-7751.

☐Type(s) of material purchased: All applications and utilities software. Operating system(s): Apple DOS, Atari, and PC-DOS.

☐Rights purchased and payment policy negotiable. Contact Ken Grant with a query letter. Company replies in 4 weeks.

Syncro, Inc., 331 Corrine Hill Road, Newbury Park, CA 91320. (213) 889-9508.

☐Type(s) of material purchased: Games and educational software. Operating system(s): Apple and Atari. "Good user's instructions are a must."

☐Rights purchased and payment policy open. Contact Ted Clauges with a query letter. Company replies in 3 weeks.

Syntauri Corporation, 4962 El Camino, #112, Los Altos, CA 94022. (415) 966-1273.

☐Type(s) of material purchased: "Music and sound-related software for home, school, and professional uses." Operating system(s): Apple DOS and "other systems as appropriate." Of nine packages published last year, four were from independents. Offerings range from **Music Master**, a basic ear-training package, to **Metatrak**, a recording-systems series. Programmers must have "demonstrated capability to

design, test, debug, and document; keen understanding of good user interface; and a knowledge of music."

☐ Buys all rights. Payment policy varies. Contact Products Acquisitions Manager for current guidelines. Company replies in 8 weeks.

Syntax Corporation, 4500 West 72nd Terrace, Prairie Village, KS 66208. (913) 362-9667.

☐ Types of material purchased: Financial software for financial and tax professionals and corporations. Operating system(s): CP/M and MS-DOS, written in MBASIC only. Published one independent package last year, **Finance**. "We'd like to hear from qualified individuals who can write financial and tax software to our specifications."

☐ Buys non-exclusive marketing rights. Pays royalties. Contact Vernon Jacobs with a query letter. Company replies in 4 weeks.

Systems Design Lab, 2612 Artesia Boulevard, Suite B, Redondo Beach, CA 90278. (213) 374-4471.

☐ Type(s) of material purchased: Sports and wagering software. Operating system(s): Apple DOS, PC-DOS, and TRS-DOS.

☐ Rights purchased and payment policy vary. Contact Software Submissions Department with a query letter. Company replies in 3 weeks.

T & E Associates, Inc., Box 362, Millersville, MD 21108. (301) 987-4748.

☐ Type(s) of material purchased: Utilities software. Operating system(s): All micro DOS.

☐ Rights purchased and payment policy open. Contact Becky Cauthen with a query letter. Company replies in 1 to 4 weeks.

Tarbell Electronics, 950 Devlon Place, Suite B, Carson, CA 90746. (213) 538-4251.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): Xerox CP/M. TE publishes and distributes packages—to date, 46 in all.

☐ Buys exclusive or non-exclusive marketing rights. Pays royalties. Contact Don Tarbell with a query letter. Company replies in 2 weeks.

Tarheel Software, Inc., 536 South Lexington Avenue, Burlington, NC 27215. (919) 227-0988.

☐ Type(s) of material purchased: Accounting, business/professional, and real-estate software. Operating system(s): "Most" resident micro-DOS.

☐ Rights purchased and payment policy vary. Contact Donald R. Fonville with a query letter. Company replies in 4 weeks.

TCD, Inc., 1735 Briarcrest Drive, #201, Bryan, TX 77801. (409) 775-1515.

☐ Type(s) of material purchased: Business and financial-planning software. Operating system(s): Apple DOS and PC-DOS. Bought no independent packages last year. "Your program should be simple, consistent, and very easy to use."

☐ Buys all rights. Payment policy negotiable. Contact Michael Risley for current guidelines. Company replies in 5 days.

TCS Software, Inc., 3209 Fondren Road, Houston, TX 77063. (713) 977-7505.

☐ Type(s) of material purchased: Business and vertical-market software. Operating system(s): Apple DOS, DEC, HP, Kaypro, North Star, PC-DOS, TI, and Zenith. "Submitted software should interface with our database manager, and we prefer that documentation be disk-formatted utilizing **WordStar**." Published one independent package last year.

☐ Buys all rights. Pays royalties. Contact Barbara Stafford with a query letter. Company replies in 4 weeks.

The Teaching Assistant, 22 Seward Drive, Huntington Station, NY 11746. (516) 499-8397.

☐ Type(s) of material purchased: Aviation CAI software. Operating system(s): Not specified.

☐ Rights purchased and payment policy open. Contact Charles Levy with a query letter.

Teach Yourself by Computer Software, 2128 West Jefferson Road, Pittsford, NY 14534. (716) 424-5453.

☐ Type(s) of material purchased: Educational simulations, tutorials, and utilities software. Operating system(s): Apple DOS 3.3, IIe, TRS-80 mods. III and IV. "In reviewing educational software for publication, we look for educational value, documentation, error handling, and flexibility of use. If your program is accepted, we will suggest enhancements, and design and package your software for national marketing."

☐ Rights purchased and payment policy vary and are negotiable. Contact Margery C. Schottland for current guidelines. Company replies in 4 weeks.

Technical Analysis Group, 1021 Ninth Street, New Orleans, LA 70115. (504) 895-1474.

☐ Type(s) of material purchased: Business/professional, home/productivity, and stock-market software. Operating system(s): Apple DOS and PC-DOS.

☐ Rights purchased and payment policy open. Contact J. Schmit, Ph.D., for current guidelines. Company replies in 1 to 2 weeks.

Technical Products Company, Box 2358, Boone, NC 28607. (704) 264-0291.

☐Type(s) of material purchased: Educational games, home, scientific, and utilities software. Operating system(s): MS-DOS.

☐Rights purchased and payment policy open. Contact Daniel Caton with a query letter. Company replies in 3 weeks.

Teck Associates, Box 8732, White Bear Lake, MN 55110. (612) 429-5570.

☐Type(s) of material purchased: Educational software. Operating system(s): Apple DOS.

☐Rights purchased and payment policy vary. Contact Earl Keyser with a "descriptive" query letter. Company replies in 3 weeks.

Tensor Technology, Inc., 23151 Verdugo, Building E, #200, Laguna Hills, CA 92653. (714) 770-8239.

☐Type(s) of material purchased: Educational and games software. Operating system(s): Apple and Atari.

☐Rights purchased and payment policy open. Contact Thomas Arranaga with a query letter. Company replies in 4 weeks.

Terrapin, Inc., 380 Green Street, Cambridge, MA 02139. (617) 492-8816.

☐Type(s) of material purchased: Business/professional, educational, and home/entertainment/productivity software. Operating system(s): Apple DOS and Commodore.

☐Rights purchased and payment policy vary and are negotiable. Contact Elizabeth Thompson for current guidelines. Company replies in 2 weeks.

Texas Instruments, Inc., P.O. Box 2909, Austin, TX 78769.

☐Type(s) of material purchased: All applications and "source-level debugging utilities—or any unique utility." Operating system(s): TI, utilizing CP/M, CP/M-86, CCPM/86, MS-DOS, and UCSD p-system. Ron Harris contacted us after TI announced it was getting out of the home-computer business. However, they're still in the business-oriented hardware and software markets, and are looking for people to port existing packages to their systems.

☐Buys non-exclusive rights. Pays royalties. Contact Ron Harris for current guidelines. Company replies in 3 weeks.

T.H.E.S.I.S., Box 147, Garden City, MI 48135. (313) 595-4722.

☐Type(s) of material purchased: Games, educational, and home applications software. Operating system(s): Apple DOS, Atari, Commodore 64, and TI 99/4A. Three of last year's five published packages were from independents: **Weights & Measures**, **English Grammar**, and **It's**

About Time. "Programs must utilize features of computer, including sounds and graphics."

☐ Buys all rights. Pays royalties. Contact Linda Schreiber for current guidelines (SASE, please). Company replies in 4 to 6 weeks.

Timex Computer Corporation, Waterbury, CT 06720. (203) 520-5717.

☐ Type(s) of material purchased: Business, educational, entertainment, and home/productivity software. Operating system(s): Timex/Sinclair. We don't need to tell you T/S owners that considering its cost and capabilities, the machine is a marvelous bargain. It makes a great first computer for the wee ones, because if it's broken by careless hands, it's no big loss.

☐ Rights purchased negotiable. Pays royalties. Contact Jacalyn Diesenhof for current guidelines. Company replies in 3 weeks.

tiny c associates, P.O. Box 269, Holmdel, NJ 07733. (201) 671-2296.

☐ Type(s) of material purchased: Business/professional and home/entertainment/productivity software. Operating system(s): Apple, Commodore, and TRS (all CP/M).

☐ Rights purchased and payment policy open. Contact Thomas Gibson with a query letter. Company replies in 4 to 6 weeks.

TMQ Software, Inc., 82 Fox Hill Drive, Buffalo Grove, IL 60090. (312) 520-4440.

☐ Type(s) of material purchased: Business/professional, games, home/personal, and utilities software. Operating system(s): Apple DOS, Atari, Commodore, NEC, Osborne, Panasonic, and Victor. Half of all published packages are from independents. One is **Pigpen**, a fun game which we often consult for our office-decorating ideas.

☐ Rights purchased and payment policy "are always different and open to discussion." Contact Tod Zipnick for current guidelines. Company replies in 2 weeks.

Transformation Technologies, 194 Lockwood Lane, Bloomington, IL 60108. (312) 351-1345.

☐ Type(s) of material purchased: Business, games, and home/entertainment/productivity software. Operating system(s): TRS.

☐ Rights purchased and payment policy vary. Contact Bill Dye with a query letter. Company replies in 1 to 3 weeks.

Type-Share, Inc., 8315 Firestone Boulevard, Downey, CA 90241. (213) 923-9361.

☐ Type(s) of material purchased: Business/professional, home, printing, and radio/TV-management software. Operating system(s): Apple, Commodore, PC, and TRS (all CP/M or MS-DOS).

☐ Rights purchased and payment policy negotiable. Contact Steve Westmoreland. "Drop us a line, or call."

Unicomm, Inc., 1247 Lincoln Boulevard, Santa Monica, CA 90401. (213) 451-8089.

☐ Type(s) of material purchased: Educational, games, and utilities software. Operating system(s): CP/M.

☐ Rights purchased and payment policy open. Contact Robert P. Williamson with a query letter. Company replies in 2 weeks.

Unique Automation Products, 15401 Redhill, #G, Tustin, CA 92680. (714) 730-1012.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): PC-DOS.

☐ Contact Software Submissions Manager "for current needs and policies." Company replies in 1 week.

Unique Information Systems, Inc., 221 North LaSalle Street, Chicago, IL 60601. (312) 332-2820.

☐ Type(s) of material purchased: Business, engineering, and hotel management software. Operating system(s): CP/M.

☐ Rights purchased and payment policy open. Contact Lori Lee Lehrner with a query letter. Company replies in 4 weeks.

United Microware Industries, Inc., 3503-C Temple Avenue, Pomona, CA 91768. (714) 594-1351.

☐ Type(s) of material purchased: Educational games, home, and utilities software. Operating system(s): Atari and Commodore.

☐ Rights purchased and payment policy vary. Contact Russell Bedford with a query letter. Company replies in 2 to 4 weeks.

United Software of America, 750 Third Avenue, New York, NY 10017. (212) 682-0347.

☐ Type(s) of material purchased: Business, games, home, and utilities software. Operating system(s): Apple, Atari, and Commodore (all DOS).

☐ Rights purchased and payment policy vary. Contact Jay Gottlieb with a query letter. Company replies in 6 weeks.

Universal Software Studios, 181 West Smith Street, Gallatin, TN 37066. (615) 452-1027.

☐ Type(s) of material purchased: Business software. Operating system(s): CP/M (5-1/4" or 8" disk).

☐ Rights purchased and payment policy open. Contact Marshal Braley with a query letter. Company replies in 4 weeks.

University Consultants, P.O. Box 80069, Fort Worth, TX 76180. (817) 232-6090.

☐ Type(s) of material purchased: Business, financial, real-estate, and utilities (data bases and file managers) software. Operating system(s): Apple DOS. Five of seven published packages last year were from independents. One was **Flash!**—"the fastest Apple database. Programs should be slick and bug-free. We welcome new business- and utility-oriented packages for the Apple II+ and IIe."

☐ Buys exclusive or non-exclusive 5-year marketing rights. Payment policy negotiable (royalties or outright purchase). Contact Paul T. Eckert with a query letter or phone call. Company replies in 2 weeks.

Videx, Inc., 897 N.W. Grant, Corvallis, OR 97330. (503) 758-0521.

☐ Type(s) of material purchased: Business software. Operating system(s): Apple DOS and Pro DOS.

☐ Buys all rights. Payment negotiable. Contact Customer Service Department with a query letter. Company replies in 1 week.

J. Vilkaitis Consultants, Box 26, Thomaston, CT 06787. (203) 283-4232.

☐ Type(s) of material purchased: Call for current needs. Operating system(s): PC-DOS. "Your program must be easy to learn and use."

☐ Rights purchased and payment policy are negotiable. Contact John Vilkaitis with a phone call: "Tell us about your program."

Vital Information, Inc., 7899 Mastin Drive, Overland Park, KS 66204. (913) 381-1818.

☐ Type(s) of material purchased: Business, educational, entertainment, home, and utilities software. Operating system(s): Apple, PC, and Xerox (all CP/M).

☐ Rights purchased and payment policy open. Contact Roland Love with a query letter. Company replies in 3 weeks.

Weller & Associates, 103 North Main Street, Monticello, AZ 71665. (501) 367-5235.

☐ Type(s) of material purchased: Business, educational, and medical software. Operating system(s): TRS-DOS (CP/M).

☐ Rights purchased and payment policy vary and are negotiable. Contact James Weller with a query letter or guidelines request. Company replies in 3 weeks.

Western Digital Corporation, 2445 McCabe Way, Irvine, CA 92714. (714) 557-3550.

☐ Type(s) of material purchased: All business, professional, and utilities software. Operating system(s): CP/M, MS-DOS, and MP/M. Bought one of five published packages from independents last year. Three titles are **Client Write-up**, **Income Tax Preparation**, and **Time & Billing**.

☐ Buys exclusive rights. Payment policy varies. Contact Mary Beth Thorne with a telephone call. Company replies in 4 weeks.

Western Wares, P.O. Box C, Norwood, CO 81423. (303) 327-4898.

☐ Type(s) of material purchased: Utilities software and C programs. Operating system(s): CP/M. Published ten staff-written packages last year. One of the more interesting ones is **Freeheat**, a passive solar-heating simulation (no fueling!).

☐ Rights purchased negotiable. Pays royalties. Contact Rick Hollinbeck with a query letter. Company replies in 2 weeks.

Westico, Inc., 25 Van Zant Street, Norwalk, CT 06855. (203) 853-6880.

☐ Type(s) of material purchased: Business and utilities software. Operating system(s): Apple, PC, TRS, and Xerox (all CP/M).

☐ Rights purchased and payment policy negotiable. Contact Gunnar Froebel with a query letter. Company replies in 2 to 5 weeks.

West Side Electronics, Inc., Box 636, Chatsworth, CA 91311. (213) 884-4794.

☐ Type(s) of material purchased: Business, entertainment, home, and utilities software. Operating system(s): Apple DOS.

☐ Rights purchased and payment policy vary. Contact Jeff Mazur with a query letter. Company replies in 4 to 6 weeks.

Windham Software, Inc., 29-31 Ivanhill Street, Willimantic, CT 06226. (203) 456-3530.

☐ Type(s) of material purchased: Business/professional, dental, and medical software. Operating system(s): PC-DOS and TRS-DOS.

☐ Rights purchased and payment policy vary. Contact Tina D. Hayes, M.D., with a query letter. Company replies in 4 weeks.

Winnebago Software Company, 109 West Main, Caledonia, MN 55921. (507) 724-5411.

☐ Type(s) of material purchased: Business, educational, and inventory software. Operating system(s): Apple DOS and PC-DOS.

☐ Buys all rights. Payment policy negotiable. Contact Jeb Briffith for current guidelines. Company replies in 2 to 4 weeks.

Wise Owl Workshop, 1168 Avenida de las Palmas, Livermore, CA 94550. (415) 443-5248.

☐ Type(s) of material purchased: Games and educational software. Operating system(s): Apple DOS and TRS-DOS. Published eight packages last year, one from an independent. Concentrates on educational games, such as **Jabberwocky**, a parts-of-speech practice game, and **Winning With Phonics**.

☐ Rights purchased and payment policy vary and are negotiable. Contact Clifford Schafer for current guidelines. Company replies in 4 weeks.

Zenith Data Systems, 1000 Milwaukee Avenue, Glenview, IL 60025.
(312) 391-8860.

☐ Type(s) of material purchased: All applications and utilities software. Operating system(s): Zenith (and Heath/Zenith).

☐ Buys exclusive marketing license. Pays royalties. Contact Tom Dorbach for current guidelines. Company replies in 1 week.



Submission Guidelines, Choosing Companies, and Query Letters

No matter what any company specifies for first contact, we strongly urge you to request guidelines initially. First, this allows you to contact many companies for little more than the cost of round-trip postage. Remember, this is a *seller's* market. The companies from which you request guidelines will send you detailed and exact procedures, forms, and information. (Those with no formal guidelines will usually send a letter outlining current needs, payment policy, and what your next step should be.)

Remember, the software business is highly volatile: the products and lines that interest any given company can change instantaneously.

And that is reason number two, as H & R Block says, to always make your first contact a request for guidelines. To stay in business, software hawkers must *keep up* with the business. They must be ready and willing to change direction and marketing thrust in a nanosecond or sooner.

Third, when you request guidelines, your copy of the letter establishes a date and record of your first contact with the company. This will form the base for your business files—and they must be as complete and usable as your software.

Fourth, you can request guidelines long before your work is completed (even before you've started it), which will let you get it circulating as soon as it's ready.

Fifth, "reading between the guidelines" will give you a good idea of companies' personalities and philosophies. We don't know the good people at Broderbund, for instance, but based on their guidelines package, we would very much like to work with them.

Finally, the more guidelines packages you read, the more familiar you'll become with the workings of the market as a whole. Besides getting to know individual companies, you'll also discern similarities and common threads. This will give you a sixth sense for the industry, helping you to enter and work advantageously in it.

Your request need be but a few courteous lines, such as:

Dear ():

Kindly send me your company's current software-submission guidelines. If convenient, I would also appreciate a copy of your current catalog. A self-addressed, stamped envelope is enclosed, and I thank you for your attention.

Sincerely yours,

* * *

The self-addressed, stamped envelope (SASE) should be business size (#10), and have enough postage for at least two ounces of first-class material.

Choosing Your Target Companies

After receiving a number of replies to your guidelines requests, you'll be able to decide which companies seem best suited to you and your software. Some will have sent you what seems to be reams of material; others, no more than a short letter.

Go over *all* the material carefully and leisurely, looking first for companies whose "personalities" feel comfortable to you. In the final analysis, mutual compatibility could count as much as money and terms.

When you've digested the material, you'll be able to spot companies that will be receptive to your particular package. Now comes the hard part—choosing among the variety of purchase and payment terms offered. We can tell you about the options and present our views, but you must make the final choices.

The Query Letter

Suppose you're in the market for a new heating system for your home. Of course you'd like to hear from as many companies as possible, so you can better determine who does the best work at a fair price.

Toward that end, you may tell your neighbors and your co-workers about the work you need done, and ask them to pass on the word to any companies they may know. They do just that, and soon you have received a multitude of letters, calls, and visits from every outfit within rumor range.

One of your acquaintances told you that Jones does good work at a livable price and has been in business for more than 20 years. Sounds good, so when Jones calls, you ask him to come by.

Jones shows up a half-hour late, fresh from a job he's working on a couple of miles away. You can't be certain because of the layer of soot on his face, but it looks like he hasn't shaved since the last big holiday. He and his work-encrusted overalls sit down on your new divan, and he winds up your ear about the sorry state of local government, yesterday's weather, and the beating he took on the commodities market.

As an afterthought, he and his clipboard silently scan the work to be done. Forty-five seconds later, he tells you what you need and how much it will cost, dispensing with the formality of consulting you on your wants and needs.

And just like that, he's gone, leaving behind nothing more than a price penciled on a crumpled gum wrapper and, on your divan, a permanent reminder of his visit.

Jones may very well do fine work at fair prices and have many years' experience. But there's no way you're going to hire him. He broke all the rules and made a rotten first impression. He wasn't even courteous.

Your query letter is just like Jones's visit—it's a sales call on a company. What's more, it has to be written just right, because you won't be there to answer questions and overcome objections. It stands on its own, and must *briefly* do the whole job for you. Besides being concise, it also must arouse a real interest in your package *without* disclosing exactly how it works.

Here are an ingredients list and a sample query letter from which you can devise your own:

1. A positive opening.
2. Your package's general application(s) and any pertinent personal qualifications.
3. Qualities that make your package different from, easier than, and more salable than those of the same or similar application(s), or, if there are none like it, its uniqueness and salability to new market segments.
4. A paragraph stating that the entire package is completed, debugged, and tested, how it was tested, and the test results.
5. A sample page from the users' instructions that clearly demonstrates the professionalism of your work without disclosing any nuts-and-bolts material.
6. A courteous ending.

* * *

1234 Main Street
Smith City, ST 00000
[Today's date]

Mr. Thomas Curry
CURRY MICROWARE, INC.
5678 First Avenue
Pacific, CA 00000

Dear Mr. Curry:

Knowing your company's reputation for fine products (one of my favorites is your ingenious tide-table package), I believe you will be interested in the package I have developed.

I have been a Board-certified pathologist for nearly ten years. Two years ago I became Chief of Pathology and Laboratories at a large metropolitan hospital. At that time, workload reporting was wasting hundreds of work-hours per month. Despite everyone's best efforts, the reports were invariably riddled with omissions and mistakes.

I developed a workload-reporting package for my departments, and it has been on-line for over a year. Our paperwork has been reduced to near zero. Accounting tells me that it has saved well over \$100,000 in overtime and personnel-scheduling expenses alone.

Additionally, our two newest technicians were asked to try the package when they started with us, with no help except the instructions. Both were able to run and fully utilize the program within one day. (I enclose a sample page from the users' instructions.)

The entire package is completed and debugged, and as it stands will run on PC-DOS or compatible.

Thank you for your attention and interest. I look forward to the pleasure of hearing from you soon.

Sincerely yours,

John Earl Pickering, M.D.



Contracts and Non-Disclosure Agreements

No matter how simple and uncomplicated anything you must sign may appear, *always* seek legal counsel *before* doing so.

First, non-disclosure agreements. As a matter of course, many companies enclose a pre-signed one with their guidelines packages. In effect, this document says that the company agrees in advance to keep your package secret. We always insist on receiving a signed non-disclosure agreement before we send out our software.

This by no means casts doubt on any company's ethical plane of operations. It is merely intended to afford protection from the handful of individuals who are not above industrial espionage and piracy.

For now, unfortunately, we all know that such skullduggery is a real problem for companies and independents alike. It makes eminently good sense, then, to try to lessen and—perhaps some day—even eliminate it. Companies that offer or accept non-disclosure agreements from independents are doing just that. We applaud them for it, and will do all we can to help make it standard industry practice. Toward that end, we urge you *not* to submit your software to any company that's unwilling to sign or provide you with a reasonable non-disclosure agreement.

Next, does the company purchase packages outright? Or does it buy certain marketing rights? If the latter is the case,

should you sell exclusive or non-exclusive marketing rights?

Exclusive marketing rights means that the company alone has the right to sell your package, usually for a specified period of time. Try to get a termination clause—a provision for ending the agreement at either party's request, usually with six months' or a year's notice. (See Section 7 of our sample contract.)

The disadvantage of selling exclusive rights is that a company may be unable or unwilling to exploit the market aggressively and fully. As you may have guessed, this unpleasant possibility is usually foreseen by companies that purchase exclusive rights. And, as you can see in the last sentence of Section 4.2 of the contract, "The Company shall have the final determination of the packaging and marketing strategies to be followed."

Should they decide that their strategy will be *no* strategy, you'll be left high, dry, and broke. Even with a termination clause, your package could be obsolete long before you even have the right to line up another company to distribute it.

Non-exclusive marketing rights means that you may have other companies sell your software simultaneously. (IBM, for example, currently buys only non-exclusive rights for PC packages.) In theory, you could sell non-exclusive rights to an unlimited number of companies. The disadvantage—but we believe it is a small one—is that non-exclusive rights are almost always bought for a lower royalty percentage.

Royalty is expressed as a percentage of each package sold, based on either the retail price, the wholesale price, or the company's net receipts.

Watch out for that last one! A net-receipt figure may very well turn out to be a matter of opinion, depending on whose accountant—yours or the company's—figures it. Even if it's a lower number, we would opt for a percentage based on either the retail or wholesale selling price, in that order.

You'll notice in Section 5.2 of the contract that the reader is referred to an appendix of the contract for an actual royalty figure. This is a loud and clear message that the figure is wide open for negotiation. Go for a number higher than that first offered!

You may be offered an advance against your royalties.

Let's say you get a thousand-dollar advance against your royalties. Also assume that the royalties are ten percent of fifty dollars, the package's retail price. Your royalty income on each package sold, then, is five dollars. So your grand-in-advance is, in reality, prepayment of royalties on the first two hundred packages sold. In effect, then, an advance against royalties is an interest-free loan against future sales. Get it if you can. (And you'll never know if you can unless you ask!)

If the company is really excited about your package, or if you objectively know it's an especially hot one, angle for cash up front that *won't* be applied against your royalties. The worst they can do is say no—or possibly chuckle patronizingly.

Finally, after you've negotiated your deal, and it's time to sign your name to the papers (we always use our lucky crayon), have an attorney look everything over. The relatively small investment made at this point could mean thousands later, in both money realized and grief avoided.

The Contract's Important Sections

Although the sample contract text following this section is typical, it is crucial to realize right up front that all contracts are as different as fingerprints. And, too, none of this is intended as legal advice. For that, you must always consult an attorney.

Our purpose here is to point out important and/or significant sections to us, as business people and as software-package authors.

That said, let's get right to it.

First, Section 2. In this sample contract, here is where the rights being purchased by the company are defined. From there, move on to Section 4.6, which further defines licensing aspects; then on to 5.1 and 5.2, which say that payment is on a royalty basis, and in what appendix to find the actual royalty percentage.

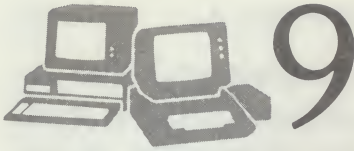
Next, Section 7 deals with termination of the contract. Neither the company nor the author can terminate unless the other party fails to live up to some other section. This contract has no provisions for termination without cause—once you've signed, you're stuck.

Now Section 3. In this particular contract, you are obligated to do everything, including the windows. You must provide

full assistance in product modification before and after acceptance, develop derivatives (if you elect not to do so, it will cost you significant bucks), provide full information on any modifications and/or derivatives you are planning to do, hold the company safe and harmless from a long list of evils, and, as if that weren't enough, you must give them first looks at *any* software you may develop in the future.

And, finally, a real cutie: Section 6.3, Item IV. This gives the company the right to market—or not to market—the package in any way it sees fit. This item makes Houdini look like a strip-ling, escape-wise. We don't believe it is negotiable (Lord knows, we've tried every time out), but try, try, try.

The rest of the contract is fairly standard stuff: I-dotting and T-crossing. Save it for late-night reading when you want to get to sleep in a hurry.



Text of a Typical Contract (License & Marketing Agreement)

This is a Computer Software and Marketing Agreement between [Name of company], hereinafter called "the Company" and [your name], hereinafter called "the Author."

RECITALS OF FACT:

I. The Company is an organization engaged in the development, manufacture, distribution and marketing of micro-computer software, and desires to obtain the exclusive worldwide right to market and distribute the software product(s) described herein.

II. The Author is an individual or entity which has developed or acquired the rights to the microcomputer software described herein. The Author desires that the Company have the exclusive worldwide right to market and distribute said software.

III. The Company and the Author desire, by entering into this Agreement, to establish the basis for a mutually profitable association and to specify the terms and conditions thereof.

IN CONSIDERATION OF THE FOREGOING FACTS, THE PARTIES AGREE:

I. DEFINITIONS.

The following definitions shall apply throughout this Agreement except where specifically modified in a particular context:

1.1. "The Program" includes the computer programs and

modules thereof, described in detail in (*appendix number*) attached to this agreement, both in source and object code form, and shall also include conversions, improvements and modifications of the Program (technically called "Derivatives") as the same may hereafter be made by the Author. The Program may consist of one or more modules, all of which, taken together, normally constitute the Program as distributed to the public. A "computer program" is an organized set of instructions developed for the purpose of causing a computer to accomplish a desired result or outcome by acting on data.

1.2. "The User Documentation" or "Documentation" means the user guide or manual which is normally intended to accompany the Program in order to assist the user.

1.3. "The Software Product" or "Product" means the Program and the User Documentation in the collective sense, regardless of the actual form which either may take, and normally refers to these two items in the form in which it is distributed to the end user.

1.4. "The Source Code" means the Program when written in human understandable form, generally in a higher level language such as BASIC, Pascal, C, etc.

1.5. "The Object Code" means the Program after compilation or interpretation, in a form generally understandable only to a computer unless disassembled, and then only meaningful to a human being with considerable training and experience in this field.

1.6. "To reproduce" means to make copies of the Object Code version (if the Program is to be distributed in Source Code) of the Program and the end user form of the User Documentation for purposes of distribution. Reproduction shall include the making of copies of the Program in any form currently used in the microcomputer industry, plus any form which may be subsequently developed.

1.7. "To package" means the process of developing names, designs, labels, packaging materials and the actual process of incorporating the Software Product into a form prepared for distribution.

1.8. "To distribute" means to introduce the Software Product into marketing channels aimed at getting the Software

Product into the hands of the end user, through sublicensing and other forms of distribution, either directly or through the efforts of affiliates or sublicensees of the Company.

1.9. "Sales" means the process of transferring the right to use the Software Product for a consideration, although because of copyright laws the correct technical term is "licensing." The terms may be used herein interchangeably for ease of reference.

2. GRANT OF LICENSE AND DISTRIBUTION RIGHTS.

The Author grants to the Company the exclusive right to sublicense, reproduce, package and distribute the Software Product on a worldwide basis in accordance with the terms and provisions hereof. The Author also grants the Company the exclusive right to develop Derivatives of the Software Product except to the extent same may be developed by the Author as permitted herein.

3. AUTHOR'S OBLIGATIONS.

3.1. *Delivery of the Program and the User Documentation.* The Author shall deliver the Program in the form of a Source Code listing and one (1) copy each of the Source Code and Object Code in machine readable form, together with a listing of the User Documentation and a machine readable copy of the User Documentation. The Program and User Documentation shall be prepared according to the standards to be provided by the Company.

3.2. *Author Assistance.* During the process of review of the Software Product by the Company, the Author shall fully cooperate by explaining, modifying and correcting apparent errors or problems and enhancing the Program as suggested by the Company to the end that the final Software Product will have maximum marketability. The Company and the Author shall freely communicate the necessary information to permit the Company to carry out its obligation under this Agreement, but on a confidential basis.

3.3. *Corrections and Modifications after Acceptance.* Since marketability can be enhanced by certain modifications, once the Program is accepted by the Company for reproduction, packaging and distribution, the Author shall have a continuing obligation to work with the Company and its technical personnel for the purpose of quality control, which shall include routine

Program maintenance through correction of errors ("bugs"), during the period that the Software Product is marketed. The Author will also assist the Company by providing technical information necessary to modify the User Documentation from time to time as necessary because of improvements, enhancements and supplementations of the Program.

3.4. *Development of Derivatives.* Whenever the Author or the Company believes that development of a Derivative of the original Software Product is necessary or desirable, the Author will either perform the necessary services to complete the Derivative within a reasonable time after the Company so requests, or the Company may do so. Any Derivative created by the Company shall be owned solely by the Company; however, during the term of this Agreement, the Company shall pay royalties as provided herein to the Author with respect thereto, but the Company may deduct the cost of developing such Derivative from any such royalties.

Whenever the Author elects to make the Derivatives, such as a version for a different operating system, the Software Product shall be treated as a new Product for purposes of Paragraph 3.0 only, and go through the normal acceptance procedures described herein. Where the Derivative is created by the Company, the Author agrees to assist, in good faith, the persons assigned to such project. Whenever the Author has elected to make a Derivative, the Company shall have the exclusive right to market and distribute same under the terms of this Agreement.

3.5. *Information for Planning.* The Author agrees to advise the Company in advance of any plans to modify materially or enhance the Software Product in order to protect the Company from overstocking and to enable the Company to advise dealers and other parties in the distribution chain of the pending changes. The Company will, in turn, advise the Author from time to time of problems and end user reactions to each Software Product so that it may be improved through each version, enhancement or Derivative.

3.6. *Author's Warranties.* The Author warrants that the Author is the sole author and owner of or has acquired all of the rights to the Software Product including all copyright rights, and has full and unrestricted authority to enter into this

Agreement; that the Software Product is an original work, and that the Author has not previously entered into a contract involving this work which would prohibit or affect this Agreement. The Author warrants further that the Software Product has not been assigned, transferred or otherwise encumbered, and that the Software Product does not infringe any copyright, patent or trade secret of a third party. The Author further warrants the Software Product has not been published, distributed or disclosed in a manner which would cause a loss of copyright protection under federal law or loss of the Author's ownership or trade secret in the Software Product. The Author will for the full term of the copyright and this Agreement, whichever last terminates, defend, indemnify and hold the Company harmless against all claims, costs, damages and expenses that the Company may sustain or incur by reason of any infringement or other similar violation by the Software Product of any copyright, patent, trademark or trade secret of a third party. Until such claim, demand or suit has been settled or withdrawn, the Company may withhold any sums due the Author under this or any other Agreement between the Company and the Author. These warranties and indemnities will survive the termination or expiration of this Agreement. In the event of any claim, demand or suit based upon an alleged breach of any of the Author's warranties hereunder, the Company will have the right to defend the same through Counsel of the Company's choosing, but no settlement will be effected without the Author's prior written consent, which consent the Author will not unreasonably withhold. The Author and the Company agree to notify each other promptly of any third party claims, and further agree to fully cooperate in the defense thereof.

3.7. *Additional Software.* The Author may create new software in addition to the Software listed in (*appendix number*). The Author will within a reasonable time after its development and release offer the Company an opportunity to review this software and consider its sale under the terms of this Agreement or other similar agreements.

4. VARIOUS UNDERTAKINGS.

4.1. *Prior to Acceptance.* Upon delivery of the Software Product to the Company by the Author, the Company will subject

the Software Product to its standard acceptance and evaluation testing procedures, during which the Program will be tested for functionality, accuracy and conformity to the Program specifications. Within a reasonable time after delivery of the Software Product to the Company, the Company will either (1) reject the Program entirely, in which case this Agreement shall terminate as to that Program upon redelivery to the Author of all the Software Product materials related to that Program delivered hereunder; (2) conditionally accept the Software Product, by specifying certain modifications, enhancements or corrections which are believed to be necessary in the Program and/or User Documentation, which the Author shall thereafter be obligated to do within a reasonable period of time for the Program to be finally accepted by the Company; (3) accept the Software Product with only minor corrections or modifications which the Author shall be obligated to make within thirty (30) days or the Company shall have the right to reject it for noncompliance with distribution standards; or (4) accept the Software Product, its potential marketability, its good features and its current weaknesses, and will provide the Author with a suggested list of improvements or modifications.

4.2. *Subsequent to Acceptance.* Once the Software Product is accepted by the Company, the Company may, in its discretion, develop a packaging plan for the Software Product, including development of brand-name identities, package design for both the magnetic media and the User Documentation, and all related steps covering suitable packaging. The Company may further develop a marketing plan for the Software Product, by identification of the likely markets, distribution channels and pricing structures, both for individual copies and wholesale prices. The Company shall have the final determination of the packaging and marketing strategies to be followed.

4.3. *Trademarks.* Where the brand name selected by the Company for the Product is different than that otherwise used by the Author, which the Company has the right to do, the trademark and trademark registration, if any, utilized by the Company shall belong to the Company and the Product shall be marketed by the Company under that name. The Com-

pany, at its election, may market the Product under the Author's existing trademark or trade name for the Product in which event the Author shall indemnify and hold harmless the Company against any trademark or trade name infringement claims.

4.4. *Reproduction.* The Company shall have the right to cause the Software Product to be reproduced in any form and on any media deemed suitable by the Company for distribution. The Company shall not be obligated to distribute the Software Product in all formats, or for all microprocessor systems, but shall select those which, in its best judgment, are deemed most suitable for distribution. All cost of reproduction of the Software Product shall be borne by the Company, and the Company shall have maximum discretion in selecting the parties or the circumstances under which the Software Product is reproduced for distribution.

4.5. *Coding and Piracy Protection.* The Author and the Company recognize that currently the piracy problem in the microcomputer industry is substantial, and that no foolproof method currently exists of protecting software from illegal copying. The Author agrees to provide the Company with any information available to the Author which would assist in protecting the Software Product, and the Company agrees to use those methods which in its sole discretion and best judgment it deems appropriate for the Software Product, taking into consideration the market, the Software Product price and the likelihood of illegal copying. Both parties agree to notify each other of any instances of illegal copying which come to the attention of each other and to assist in prosecuting any infringers. Where appropriate, the Company will use a serialization process for protecting the Software Product, or copy protection schemes, coding or other devices which may be available either directly through the Company or from third parties, at reasonable cost taking into consideration the selling price of the Software Product.

4.6. *Licensing and Distribution.* The Company shall in its sole discretion develop and utilize the distribution system available to it, either through direct sales, franchising, sublicensing through distributors or affiliates, sales to computer stores or other methods which it in good faith believes are suitable for

distribution of the Software Product. Any such distribution shall, however, utilize some form of licensing or sublicensing of the Product, based upon then prevalent industry standards for licensing.

4.7. *Warranties and Customer Service.* The Company agrees that in the distribution process all licensing agreements shall limit warranties on the Software Product in accordance with general microcomputer industry software standards at the time, and that at a minimum it, and it alone, shall be responsible for replacement of defective magnetic media to the end user. Any replacement copies made in accordance with this provision shall not be subject to additional royalties.

4.8. *Customer Support.* The Company agrees to maintain a customer support service which will provide assistance and training to distributors and dealers aimed at increasing understanding by persons in the distribution network of the features and benefits of the Software Product. All first-level support shall be borne by the Company at its own expense, but the Author agrees to assist the Company promptly in any customer support problems which cannot be resolved at the first level due to their complexity or unusual nature. During the term of this Agreement, upon notification by the Company of errors in the Program, the Author shall correct such errors forthwith and furnish such corrections to the Company as part of the Author's obligations hereunder.

4.9. *Copyright.*

I. If the Software Product has not been registered previously in the United States Copyright Office, the Author hereby authorizes the Company to act as the Author's agent to so register the Software Product, or any portion thereof, as deemed appropriate by the Company, in the name of the Author. The Author shall also perform all acts necessary to enable the Company to maintain and/or register such copyright, including, but not limited to, the execution of any necessary instruments and documents therefor.

II. The Author shall enforce its rights against infringers of the Author's copyright to the extent reasonable under the circumstances whenever the Author discovers an infringement or upon written notification by the Company of an infringement by another.

III. The Company shall have the right of copyright with respect to any Derivatives developed by the Company.

IV. Neither the Author nor the Company shall make any publication or distribution of any Software Product in a manner which would jeopardize or preclude protection under the United States federal copyright laws.

V. Any distribution of copies of the Software Product by the Company shall contain an appropriate copyright notice in the name of the Company, which adequately protects the Author's copyright.

5. ROYALTY.

5.1. *Royalty Base.* The Company intends to distribute the Software Product through various bona fide distribution channels, including wholesale sales to distributors, dealers, manufacturers and other persons. The Company may also establish affiliated distribution outlets in the form of software stores, franchises, computer dealerships or otherwise, to whom the Products will be sold. The Company may also distribute the Product at retail, collecting retail prices. The Author's royalties shall, in every case, be based upon a percentage of sales reported by the Company from the various distribution levels for copies of the Program. This royalty will apply to the sale or license of the Software Product or any derivative work thereof, whether made directly by the Company or through sublicensees.

5.2. *Actual Percentages.* The Company agrees to pay royalties to the Author, in the manner set forth in (*appendix number*), which is attached hereto and incorporated herein by this reference.

5.3. *Reports.* In all cases, a detailed report shall be provided to the Author showing the basis of the computation of the royalty. The Author shall have the right to have an independent certified public accountant review those portions of the Company's financial records relating to licensing of the Software Product, during normal business hours not more than once each twelve (12) calendar months, and if the audit shows any error, either way, appropriate adjustments shall be promptly made by either additional payments to the Author, or deductions by the Company from payments otherwise due to the Author on the next payments otherwise due. In making

the foregoing computations, the Company shall be entitled to report only the net sales, after deducting returns and other credits appropriately given against money previously received.

5.4. *Right to Withhold and Offset.* Should the Author fail, after a reasonable period of time, to perform any of the Author's continuing duties hereunder, the Company shall have the right to withhold accrued royalties otherwise payable under Paragraph 5.0 until such duties have been accomplished. After written notice of intent to do so, and the passage of thirty (30) days without fulfillment of the Author's duties, the Company shall have the right to have the work done by other qualified personnel and offset the cost of so doing against royalties otherwise due the Author. The Company shall fully account to the Author, however, for all such costs.

6. GENERAL OBLIGATIONS AND PROVISIONS.

6.1 *Confidential Information.* The Author and the Company acknowledge that in the course of dealings between the parties each will acquire information about the other of a highly confidential and proprietary nature. Each party shall hold such information in strict confidence and not reveal the same except as is required to comply with court orders, or until the same becomes public through no fault of the party revealing the information. Such obligation of confidentiality shall continue for a period of five (5) years after termination of this Agreement.

6.2. *Transferability.* The Author shall have the right to transfer the benefits of this Agreement, subject to the Company's right of offset, after six (6) months of receipt of first royalties upon written notice to the Company, but may not substitute another party obligated to perform under the terms of this Agreement without the prior written consent of the Company. Recognizing that the Company will perform its services and obligations hereunder to the Author both directly and through other entities, the Company shall have the authority to assign all or any portion of the benefits or delegate its obligations hereunder to third parties.

6.3. *Miscellaneous Provisions.*

1. *Waiver; Amendment.* No waiver, amendment or modification of any provision of this Agreement shall be effective

unless in writing and signed by the party against whom such waiver, amendment or modification is sought to be enforced. No failure or delay by either party in exercising any right, power or remedy under this Agreement, except as specifically provided herein, shall operate as a waiver of any such right, power or remedy.

II. *Successors and Assigns*. This Agreement shall be binding upon and inure to the benefit of the heirs, successors and assigns of the parties hereto.

III *Governing Law*. The validity, construction and performance of this agreement shall be governed by (*name of State or Commonwealth*) substantive law except for copyright and trademark matters, which shall be governed by federal law.

IV. *Marketing Flexibilities*. The Company shall have full freedom and flexibility in its marketing effort for the Software Product, including, without limitation, the freedom to market or discontinue marketing and to decide its methods of marketing, conditions and pricing. The Company makes no guarantee or commitment as to the success of such marketing effort, and the Author agrees that the Company has no obligation to the Author whatsoever other than specifically provided in this Agreement.

V. *Independent Development*. Nothing contained in this Agreement shall prevent the Company or its affiliates from independently developing or licensing on behalf of other licensors or marketing and distributing any software packages which are competitive with or perform functions similar to the functions performed by the Software Product.

VI. *Paragraph Headings*. Paragraph headings in this Agreement are for reference purposes only and in no way describe, define, interpret or limit the scope, intent or extent of this Agreement or any provision hereof.

VII. *Notices*. All notices, demands or consents required or permitted under this Agreement shall be in writing and shall be deemed given when delivered personally or three (3) days after deposit in the United States Mail, postage prepaid, first class, certified or registered, to the party entitled to the notice at its address set forth hereunder or at such other address as shall be given by either party to the other in writing.

VIII. *Disclosure of Agreement*. Each party shall use its best ef-

forts not to disclose to any third party without the prior written consent of the other, the terms of this Agreement except as required by law or by governmental regulations, requirements or orders, or as may be necessary to establish or assert its rights hereunder.

IX. *Company Trademarks.* The Author shall have no right to use the Company's trademarks, or trade names, or to refer to the Company or its affiliates in connection with any of the Author's products, promotion or publication without the prior written approval of the Company.

X. *Company Customers.* Nothing in this Agreement shall require the Company to identify its customers to the Author. The Company may, at its option, identify the Software Product as having been developed by the Author and may use the Author's name in its advertising and marketing of the Software Product.

XI. *Severability.* If any provision of this Agreement shall be held by a court of competent jurisdiction to be contrary to law, the remaining provisions of this Agreement shall remain in full force and effect.

XII. *Entire Agreement.* This Agreement and the exhibits hereto constitute the entire agreement between the parties concerning the subject matter hereof, superseding all prior negotiations and discussions.

XIII. *Gender and Number.* The terms and words used in this Agreement shall relate to the appropriate gender of a party and to the appropriate number of parties as necessary by context.

XIV. *Remedies.* The remedies hereunder shall be cumulative and not alternative; the election of one remedy for a breach of this Agreement, or any part thereof, shall not preclude pursuit of other remedies.

XV. *Agency.* Nothing contained herein shall constitute a partnership nor make either party the agent or representative of the other. Neither party has authority to bind the other or incur any liabilities on behalf of the other, nor to direct the employees of the other.

XVI. *Time.* Time is of the essence of this Agreement and time shall be counted in accordance with the normal practices relating to legal documents under the laws of (*name of State or Commonwealth*).

7. TERMINATION.

7.1 *Termination by the Company.* The Company shall have the right to terminate this Agreement if the Author defaults on any of its material obligations under this Agreement, unless within thirty (30) days after written notice of such default, the Author remedies the default.

7.2 *Termination by the Author.* The Author shall have the right to terminate this Agreement if the Company:

I. Fails to pay in full when due any amounts for which it is obligated hereunder, unless within fifteen (15) days after written notice of such default the Company makes such payment.

II. Breaches this Agreement in another respect, unless within thirty (30) days after written notice of such default the Company remedies the default.

7.3 *Consequences of Termination.* Upon termination of this Agreement, the Company and all its agents, distributors and dealers shall discontinue using, marketing and distributing the Software Product; provided, however, that inventories of the Software Product may continue to be marketed and distributed with royalty payments payable to the Author therefor, and provided further that any user who previously acquired the right to use the Software Product under the terms of a sublicense hereunder granted, shall have the continuing right to use the Software Product.

Neither termination of this Agreement or waiver of any right to terminate shall impair or limit any additional rights or remedies that either the Company or the Author may have in law or in equity.



Text of a Typical Non-Disclosure Agreement

This agreement entered into on [date] between [Name of company], hereinafter referred to as "the Company," and [your name], hereinafter referred to as "the Author," at [company address].

The Company hereby agrees to hold confidential any information regarding any software (software being: the computer program(s), instruction(s), procedure(s) associated with written documentation, machine readable code, and the source code to be submitted to the Company hereunder) submitted by the Author and will not publish, manufacture, or by any means duplicate said software for any reason other than providing a copy for research reasons in the event of damage to the originals without first obtaining written consent from said Author.

However, should the Company have access to similar material from a third party independent of the Author, or the similar material (1) is in the public domain, or (2) has been developed or is under current development by the Company, then the Company shall be free to publish, manufacture, or otherwise use said material.

By entering into this non-disclosure agreement, the Company does not agree to enter into an agreement to purchase, license, or otherwise obtain from the Author any rights to make, use, or publish said software, but only for the purpose of evaluating said software to determine whether or not such an agreement is feasible to the Company.



Cross-Index of Software Applications

Accounting/Financial/Tax:

Aardvark Software, Inc.
American Business Systems, Inc.
Anchor Systems
Bard Software
Bootstrap Toolkit
Business & Professional Software
Citation Group, Inc.
Color Software Services
Computer Accounting Consultants
Control Data Publishing
Datamatics Management Services
E-Z Tax Computer Systems
Goth Software
Micronetics, Inc.
Northwest Analytical, Inc.
Oppenheimer Software
Pear Systems Corporation
Quick Tax, Ltd.
R & B Computer Systems, Inc.
RE International Systems
Sofstar, Inc.
Softronix
Softwarehouse International
Syntax Corporation
Tarheel Software, Inc.
TCD, Inc.
University Consultants

Agriculture:

Agri-Data
AG-TRONICS Associates
Bear Computer
Countryside Data, Inc.
Ed-Sci Development
Johnson Telecommunications

All Applications:

Alternate Source
American Small Business Computer
A.N.A.L.O.G.
Apple Computers, Inc.
Armadillo International Software
Ashton Tate
Atari, Inc.
Bap\$ Software
Best Computer Stores, Inc.
B.T. Enterprises
Cascade Computerware Company
CCS Computer Business Systems, Inc.
Commodore Business Machines, Inc.
Computer Shack
CTI
Data Processing Consultants
The Discount Software Group
Ensign Software
Epson America, Inc.
Eyring Research Institute, Inc.
Frog Software Company
Futura Software, Inc.
GNOSIS, Inc.
Heath/Zenith Data Systems Corporation
Hewlett Packard
IBM Corporation
Intelligent Systems Corporation
Interpro Corporation
IOTC, Inc.
K & H Software Systems
Meta Software, Inc.
Mountain View Press, Inc.
North Star Computers, Inc.
Omega Enterprises
Omega Microware

Omikron Systems
 Osborne Computer Corporation
 Peachtree Software, Inc.
 Picur Software
 PowerSoft
 Rainbow Computing, Inc.
 SoftSide Publications, Inc.
 Starside Engineering
 Synapse Software
 Tarbell Electronics
 Unique Automation Products
 Zenith Data Systems

Architecture:

DISCO-TECH
 Engineering Analysis Software
 Phase Zero, Ltd.

Astrology:

AGS Software

Aviation:

Execom Corporation
 Mini Business Systems
 Practical Programs
 Rainbow Computing, Inc.
 The Teaching Assistant

Banking/Insurance:

Aardvark Software, Inc.
 Adler Computer Technology
 C.E.L. Programs
 Datamatics Management Services
 Duosoft Corporation
 LPA Tech Corporation
 Quick Tax, Ltd.
 RE International Systems

Business:

Aardvark Software, Inc.
 Abacus Associates
 Abacus Software
 ABC Computers
 Accountants Microsystems, Inc.
 Ackerman Digital Systems
 Addison-Wesley Publishing Company
 Adler Computer Technology
 Advanced Business Technology
 Advanced Micro Techniques
 A I M
 Alphanetics
 American Business Systems, Inc.
 American Computer Development
 Anchor Systems
 Andent, Inc.
 Applied Business Software
 Aspen Software Company
 Automated Management Services
 Bard Software
 BCD Associates, Inc.
 Beaman Porter, Inc.
 Bear Computer
 Bootstrap Toolkit

Broderick & Associates
 Business & Professional Software
 C & H Video
 Cawthon Scientific Group
 C.E.L. Programs
 C E Software
 CE Software
 CGRS Microtech, Inc.
 Channel Data Systems
 Chase Data Systems
 Clovis Laboratory Software
 Cognitec
 Color Software Services
 Columbia Software
 Communitree Group, Inc.
 Compass
 Comprehensive Software
 Computech
 Computer Accounting Consultants
 Computer Age
 Computer Barn
 Computer Consultants
 Computer House
 Computer Mathware
 Computer Solutions, Inc.
 Computer Store International
 Computer Systems Consultants
 Compuware Corporation
 ComSoft
 Comtronic Systems
 Condor Computer Corporation
 Construction Data Control, Inc.
 Consultant Systems, Inc.
 Contel Information Systems
 Context Systems
 Context Management Systems, Inc.
 Continental Software, Inc.
 Cornwall Computer Systems, Inc.
 Cosmos Computers, Inc.
 Cougar Mountain Software, Inc.
 Countryside Data, Inc.
 Cow Bay Computing
 CPA Software & Systems
 Craftsbury Software
 Cromemco, Inc.
 Cybernetics, Inc.
 Cyber-Tech
 D & M Software
 Data Access Corporation
 Data Base Research Corporation
 Data*Easy
 Datamatics Management Services
 Data Most
 Data Systems of Baton Rouge
 Data Transforms, Inc.
 DB Software
 Decision Resources
 Decision Support Software, Inc.
 M. C. Decker, Inc.
 Dickens Data Systems
 Digital Equipment Corporation
 Digital Marketing Corporation
 Don't Ask Software, Inc.
 Dorsett Educational Systems, Inc.
 Dr. Software

Duosoft Corporation
Dynamic Microprocessor Associates
Ed-Sci Development
Efficient Management Systems
Eltech Associates
Embassy Computer Products
End of File, Inc.
Epic Computer Products, Inc.
Esplanade
Execom Corporation
Eyring Research Institute, Inc.
E-Z Software
Farmer and Associates
FinCom, Inc.
Fox & Geller, Inc.
Steven Francesco Enterprises, Inc.
Fraser Computer Company
FYI, Inc.
Gryphon Microproducts
H & E Computronics, Inc.
H & H Scientific
H & H Trading Company
Hawkeye Grafix
High Country Microsystems
Highlands Computer Services
Holliday Software
Illustrated Memory Banks
Info Pro/The Perchwell Corporation
Information Systems of Arkansas
Information Unlimited Software
Innovative Software, Inc.
INSOFT
Institute for Scientific Analysis
Integron Systems
Intelligence
Intelligent Software Systems
Intercare Systems, Inc.
ISA Software, Inc.
ISE
IVANCO
Jini Micro Systems, Inc.
Joe Computer
Johnson Telecommunications
John Jones Micro Systems
JPR Software, Inc.
Kilo Corporation
Laboratory Computer Systems, Inc.
Leapac Services
Lexisoft, Inc.
Libra Laboratories
Link Systems
Logical Systems, Inc.
LPA Tech Corporation
Luna Software, Inc.
Lynn Computer Services
Macrotronics, Inc.
MainData
The Management
Management Services
Management Systems Software, Inc.
Mark Data Products
Masterworks Software, Inc.
Medfield Computer Software
Media Service Concepts, Inc.
Mercator Business Systems

Metasoft Corporation
Micro-Ap, Inc.
Micro Computer Management
Microcomputers Corporation
Micro Craft Systems, Inc.
Micro Data Business Forms & Systems
Microgram Systems Group
Micro Information Systems, Inc.
Micro Manufacturing Systems
Micromation, Inc.
Micro Moonlighter
Micronetics, Inc.
Micro Power & Light Company
Micro Pro Systems
MicroSoftware International
Micro-SPARC Systems
MicroSpec, Inc.
Micro Star Computers
Micro Systems Technology
Micro Ware Distributing, Inc.
Mi Kom Business Systems, Inc.
Millionaire Pasttimes
Mini Business Systems
Mission Computers
Modtec
Morgan Technical Corporation
Muse Software, Inc.
Newline Software
Nola Data Systems, Inc.
North American Mica, Inc.
North Bay Systems
Northwest Analytical, Inc.
Omega Information Systems
Omni Systems, Inc.
Oppenheimer Software
Orion Software
Orthocade Corporation
Oset Microcomputer Systems
PAC Corporation
Panatec, Inc.
Pansophics, Ltd.
Pathways
PCD Systems, Inc.
Pear Systems Corporation
Phase Zero, Ltd.
Phoenix Digital Corporation
Plus Computer Technology, Inc.
Portable Software, Inc.
Practical Programs
Pro-80 Systems
Professional Medical Software
Quality Systems Development
Quick Tax, Ltd.
R & B Computer Systems, Inc.
RAK Electronics
Real-Soft Systems, Inc.
Realty Software Company
Reichert Digital Systems
Reston Publishing Company, Inc.
Rocky Mountain Software Systems
S.A.I.L. Systems
Santa Cruz Educational Software
Sensible Software, Inc.
Sentient Software, Inc.
Simplified Software

Sof/Sys, Inc.
 Sofprotex
 Sofstar, Inc.
 Softape/Artsci, Inc.
 Softbyte Computing
 Softech Microsystems, Inc.
 Softronix
 Soft Touch
 Software Concepts
 The Software Connection
 The Software Establishment
 The Software Federation, Inc.
 The Software Group
 Softwarehouse International
 The Software Plantation
 The Software Store
 Software Street
 The Software Toolworks
 The Software Works, Inc.
 Southern Computer Systems, Inc.
 Southwest Computer Center
 Standard Micro Systems, Inc.
 Stellation II
 Stok Software, Inc.
 Stoneware, Inc.
 Sunflower Software, Inc.
 Superior Graphic Software Products
 SuperSoft, Inc.
 Surveyors' Supply Company
 Swifty Software, Inc.
 Sycom
 Tarheel Software, Inc.
 TCD, Inc.
 TCS Software, Inc.
 Technical Analysis Group
 Terrapin, Inc.
 tiny c associates
 Transformation Technologies
 Type-Share, Inc.
 Unique Information Systems, Inc.
 United Software of America
 Universal Software Studios
 University Consultants
 Videx, Inc.
 Vital Information, Inc.
 Weller & Associates
 Western Digital Corporation
 Westico, Inc.
 West Side Electronics, Inc.
 Windham Software, Inc.
 Winnebago Software Company

Church-Management/ Religious Institution:

Compass
 Custom Data

Dentistry/Medicine:

Andent, Inc.
 Berman Associates, Inc.
 CFI
 Clovis Laboratory Software
 Cornerstone Software

Datamed Research, Inc.
 Downeast Digital
 Ed-Sci Development
 Intercare Systems, Inc.
 Johnson Telecommunications
 Macrotronics, Inc.
 Medi-Sim, Inc.
 Mercator Business Systems
 Micro Computer Management, Inc.
 Mi Kom Business Systems, Inc.
 Morgan Technical Corporation
 Omni Systems, Inc.
 PCD Systems, Inc.
 Professional Medical Software
 Rollins Medical/Dental Systems
 The Software Federation, Inc.
 Sycom
 Weller & Associates
 Windham Software, Inc.

Education:

Academy Software
 Acorn Software Products, Inc.
 Addison-Wesley Publishing Company
 Apple For The Teacher
 Applied Information Dynamics
 Artworx Software Company
 Aspen Software Company
 Automated Simulations, Inc.
 Avant-Garde Creations
 Bob Baker—Computer Instructor
 Basics and Beyond, Inc.
 BCD Associates, Inc.
 Bell & Howell Visual Communications
 Group
 Bertamax, Inc.
 Bootstrap Toolkit
 Milton Bradley Company
 Brain Bank, Inc.
 Broderbund Software, Inc.
 Cambridge Development Laboratory
 Cavri Systems, Inc.
 CE Software
 Child Ware Corporation
 Cload/Chromasette
 Columbia Software
 Comm Data Computer House
 Communitree Group, Inc.
 Comprehensive Software
 Compu-TATIONS, Inc.
 Computer-Advanced Ideas
 Computer Assisted Instructions
 Computer Barn
 Computer's Voice
 Conduit
 Consultant Systems, Inc.
 Continental Adventures
 Control Data Publishing
 Counterpoint Software, Inc.
 Cow Bay Computing
 Creative Programming, Inc.
 Crestwood Micro Systems, Inc.
 Cygnus Software
 D & M Software
 Datamatics Management Services

- Datasoft, Inc.
 Discovery Games
 DLM, Inc.
 Don't Ask Software, Inc.
 Dorsett Educational Systems, Inc.
 Duosoft Corporation
 Earthware Computer Services
 Ed-Sci Development
 Education Turnkey Systems
 Educational Activities, Inc.
 Educational Computing Systems
 Educational Courseware
 Educational Programs
 Educational Software & Design
 Edu-Comp, Inc.
 Eduware Services, Inc.
 Embassy Computer Products
 Encyclopedia Britannica Education Company
 Entelek
 Epic Computer Products, Inc.
 Esplanade
 Execom Corporation
 William A. Fink Company
 Scott Foresman & Company
 Free Lance Ink
 H & H Scientific
 Hartley Courseware
 Huntington Computing
 Ideatech
 Illustrated Memory Banks
 INSOFIT
 Integron Systems
 Intelligent Devices, Inc.
 Inter & Action
 International Computer Products
 ISA Software, Inc.
 ISE
 J & S Software
 JMH Software of Minnesota
 JPR Software, Inc.
 Kinetic Designs
 K-12 MicroMedia, Inc.
 L & S Computerware
 Lexisoft, Inc.
 Lightning Software
 Link Systems
 Luna Software, Inc.
 Lynn Computer Services
 Math City/Mathware
 Math Software
 Med Systems/Screenday
 Mercer Systems, Inc.
 Micro-Ap, Inc.
 Microcomputer Workshop
 Micro Craft Systems, Inc.
 Micro-Ed, Inc.
 Micro Learningware, Inc.
 Micromation, Inc.
 Micro Music, Inc.
 Micropi
 Micro Power & Light Company
 Micro Pro Systems
 Micro School Programs, Inc.
 Micro Star Computers
 Milliken Publishing Company
 Millionaire Pastimes
 Mirror Images Software, Inc.
 MIS
 Mission Computers
 Modtec
 Modular Media
 Muse Software, Inc.
 Newline Software
 Omega Information Systems
 Orion Software
 Phase Zero, Ltd.
 Practical Programs
 Pretzel Land Software
 Program Design, Inc.
 Psychotechnics, Inc.
 Reader's Digest Microwave Division
 Realty Software Company
 Reston Publishing Company, Inc.
 Right On Programs
 Santa Cruz Educational Software
 SCDC
 Sentient Software, Inc.
 Smart Ware
 Sof/Sys, Inc.
 Sofprotex
 Softbyte Computing
 Softech Microsystems, Inc.
 The Software Connection
 The Software Plantation
 Software Street
 Software Wizardry, Inc.
 Southwest Computer Center
 Southwest EdPsych Services, Inc.
 Spectral Associates
 Sterling Swift Publishing Company
 Storybooks of the Future
 Sunburst Communications
 Sunflower Software, Inc.
 Superior Graphic Software Products
 Super Score
 Supersoft, Inc.
 Swifty Software, Inc.
 Syncro, Inc.
 Teach Yourself by Computer Software
 Technical Products Company
 Teck Associates
 Tensor Technology, Inc.
 Terrapin, Inc.
 T.H.E.S.I.S.
 Unicomm, Inc.
 United Microwave Industries, Inc.
 Vital Information, Inc.
 J. Weston Walch
 Weller & Associates
 Winnebago Software Company
 Wise Owl Workshop
- Engineering:**
- Ackerman Digital Systems
 Cawthon Scientific Group
 Civil Engineering Software
 Computer House
 Cyberia, Inc.

DISCO-TECH
Engineering Analysis Software
Interactive Microware
McClintock Corporation
Microcomputer Business Industries
Corporation
Oppenheimer Software
Panatec, Inc.
Phase Zero, Ltd.
Unique Information Systems, Inc.

Games:

Abacus Software
Activision, Inc.
Alphanetics
Apple Computers, Inc.
Arcade Plus
Automated Simulations, Inc.
Avalon Hill Microcomputer Games
Avant-Garde Creations
Barclay Bridge Supplies, Inc.
Beagle Brothers, Inc.
Big Five Software
Milton Bradley Company
Briley Software
Cavri Systems, Inc.
C. E. L. Programs
C E Software
CE Software
Comm Data Computer House
Computer Consultants of Iowa, Inc.
Computer's Voice
Control Data Publishing
Cyberia, Inc.
Datamost
Discovery Games
Don't Ask Software, Inc.
Double-Gold Software
Earthware Computer Services
Educational Courseware
Educational Programs
Educational Software & Design
Edu-Comp., Inc.
Eduware Services, Inc.
Esplanade
High Country Microsystems
Holliday Software
Illustrated Memory Banks
Innovative Design Software, Inc.
Intelligent Systems Corporation
Interpro Corporation
IOTC, Inc.
Kinetic Designs
K-12 MicroMedia, Inc.
L & S Computerware
Lynn Computer Services
Magic Carpet Software
Mark Data Products
Micro-Ap, Inc.
Microcomputers Corporation
Micro-80, Inc.
Micro Pro Systems
Micro Ware Distributing, Inc.
Program Design, Inc.

Rainbow Computing, Inc.
Reader's Digest Microware Division
Reston Publishing Company, Inc.
Howard W. Sams & Company, Inc.
Santa Cruz Educational Software
Softronix
Soft Touch
Software Street
The Software Toolworks
Southwest Computer Center
Southwest EdPsych Services, Inc.
Stellation II
Sublogic Corporation
Super Score
Swiftly Software, Inc.
Syncro, Inc.
Technical Products Company
Tensor Technology, Inc.
T.H.E.S.I.S.
TMQ Software, Inc.
Transformation Technologies
Unicomm, Inc.
United Microware Industries, Inc.
United Software of America
Wise Owl Workshop

Graphics:

Computer Stations, Inc.
Decision Resources
Interactive Microware
Micro-Labs, Inc.
Howard W. Sams & Company, Inc.
Software Wizardry, Inc.

Home:

ABC Computers
Academy Software
Acorn Software Products, Inc.
Addison-Wesley Publishing Company
Barstrann Corporation
Bertamax, Inc.
Briley Software
Broderbund Software, Inc.
BudgeCo, Inc.
C & H Video
CE Software
CFI
Channel Data Systems
Chase Data Systems
Child Ware Corporation
Cleva ComputerWare
Cload/Chromasette
Cognitec
Color Software Services
Columbia Software
Communitree Group, Inc.
Computer-Advanced Ideas
Computer Age
Computer Barn
Computer Consultants of Iowa, Inc.
Computer Mathware
Compuware Corporation
ComSoft
Continental Adventures

Continental Software, Inc.
 Control Data Publishing
 Counterpoint Software, Inc.
 Craftsbury Software
 Creative Programming, Inc.
 Cyber-Tech
 D & M Software
 Daedalus Digital, Inc.
 Data Access Corporation
 Data*Easy
 Datamatics Management Services
 Datasoft, Inc.
 Data Transforms, Inc.
 Design Solution, Inc.
 Dorsett Educational Systems, Inc.
 Dr. Software
 Dynamic Microprocessor Associates
 Educational Programs
 Embassy Computer Products
 Emerald Software
 Epic Computer Products, Inc.
 Esplanade
 Execom Corporation
 William A. Fink Company
 Scott Foresman & Company
 Free Lance Ink
 FYI, Inc.
 Gryphon Microproducts
 H & H Scientific
 High Country Microsystems
 Holliday Software
 Integron Systems
 Inter & Action
 ISA Software, Inc.
 IVANCO
 Johnson Telecommunications
 JPR Software, Inc.
 Kinetic Designs
 L & S Computerware
 Lamar Instruments
 Lightning Software
 Link Systems
 Lynn Computer Services
 Macrotronics, Inc.
 Masterworks Software, Inc.
 Mercer Systems, Inc.
 Micro-Ap, Inc.
 Micro Craft Systems, Inc.
 Micro-80, Inc.
 Micro Moonlighter
 Micro Power & Light Company
 MicroProducts
 Micro Pro Systems
 MicroSpec, Inc.
 Micro Star Computers
 Microstuf, Inc.
 Millionaire Pasttimes
 Mirror Images Software, Inc.
 MIS
 Mission Computers
 Modtec
 Mumford Micro Systems
 Newline Software
 NF Systems, Ltd.
 Omega Information Systems
 Oppenheimer Software

Orion Software
 Oset Microcomputer Systems
 Pansophics, Ltd.
 PCD Systems, Inc.
 Petted Micro Systems
 Piccadilly Software, Inc.
 Practical Programs
 Psychotechnics, Inc.
 Reader's Digest Microwave Division
 Realty Software Company
 SCDC
 Sentient Software, Inc.
 Simplified Software
 Softbyte Computing
 Softronix
 Soft Touch
 Software Concepts
 The Software Connection
 The Software Plantation
 Software Street
 The Software Toolworks
 Southwest Computer Center
 Spectral Associates
 Spectrum Computers
 Storybooks of the Future
 Superior Graphic Software Products
 Surveyors' Supply Company
 Swifty Software, Inc.
 Syntauri Corporation
 Technical Analysis Group
 Technical Products Company
 Terrapin, Inc.
 T.H.E.S.I.S.
 tiny c associates
 TMQ Software, Inc.
 Transformation Technologies
 Type-Share, Inc.
 United Microwave Industries, Inc.
 United Software of America
 Vital Information, Inc.
 West Side Electronics, Inc.

Industry/Manufacturing:

Berman Associates, Inc.
 Briley Software
 Eltech Associates
 Mercator Business Systems
 Phoenix Digital Corporation
 Pro-80 Systems
 S.A.I.L. Systems
 The Software Federation, Inc.

Investment/Stocks and Bonds:

Computer Accounting Consultants
 FinCom, Inc.
 H & H Trading Company
 Management Services
 MicroComputer Investors' Association
 Micro-Investment Software
 Mini Business Systems
 Technical Analysis Group

Legal Services:

Aardvark Software, Inc.
 Anchor Systems

Business & Professional Software
Computer Accounting Consultants
Computer House
Data*Easy
Dickens Data Systems
Lexisoft, Inc.
Micro Information Systems, Inc.
Omni Systems, Inc.
Oppenheimer Software
The Software Federation, Inc.

Library:

Computer House

Mail-Order:

Bard Software
Data*Easy
Practical Programs

Radio/TV Broadcasting:

The Management
Media Service Concepts, Inc.
Millionaire Pasttimes
RAK Electronics
Type-Share, Inc.

Real Estate:

American Business Systems, Inc.
American Software Corporation
Automated Management Services
Berman Associates, Inc.
CCS Computer Business Systems, Inc.
Computer House
ComSoft
Comtronic Systems
Consultant Systems, Inc.
Cornerstone Software
Datamost
E-Z Software
Microgram Systems Group
Mi Kom Business Systems, Inc.
Modular Media
Portable Software, Inc.
Real-Soft Systems, Inc.
Realty Software Company
Simplified Software
Tarheel Software, Inc.
University Consultants

Retail/Wholesale Marketing:

Berman Associates, Inc.
Briley Software
Eltech Associates
Mercator Business Systems
Phoenix Digital Corporation
Pro-80 Systems
S.A.I.L. Systems
The Software Federation, Inc.

Science:

American Computer Development
CCS Computer Business Systems, Inc.
Computer House

Compuware Corporation
M.C. Decker, Inc.
Design Solution, Inc.
Dr. Software
Educational Computing Systems
Gryphon Microproducts
Integron Systems
Interactive Microware
ISE
Microcomputer Business Industries
MicroProducts
Micro Star Computers
Mumford Micro Systems
Simplified Software
Smart Ware
Softbyte Computing
Softronix
Soft Touch
Technical Products Company

Signal-Processing:

Computalker Consultants

Utilities:

Abacus Associates
Abacus Software
Advanced Micro Techniques
A I M
Allen Microware
American Small Business Computer
A.N.A.L.O.G.
Apple Computers, Inc.
Apple For The Teacher
Armadillo International Software
Aspen Software Company
Atari, Inc.
Avant-Garde Creations
Bap\$ Software
Beagle Brothers, Inc.
Bear Computer
Bertamax, Inc.
Best Computer Stores, Inc.
Bit 3 Computer Corporation
Bootstrap Toolkit
B.T. Enterprises
Cawthon Scientific Group
CE Software
Chase Data Systems
Cleva ComputerWare
Cload/Chromasette
Comm Data Computer House
Commodore Business Machines, Inc.
Communitree Group, Inc.
Comprehensive Software
Computer-Advanced Ideas
Computer Age
Computer Barn
Computer Consultants of Iowa, Inc.
Computer House
Computer Innovations, Inc.
Computer Shack
Computer Stations, Inc.
Computer Store International
Computer Systems Consultants
Compuware Corporation

- ComSoft
Consultant Systems, Inc.
Continental Adventures
Continental Software, Inc.
Control Data Publishing
Cornerstone Software
Crane Software, Inc.
CTI
Cybernetics, Inc.
Cyber-Tech
Data*Easy
Datamatics Management Services
Datamost
Data Processing Consultants
Data Systems of Baton Rouge
M. C. Decker, Inc.
Design Solution, Inc.
The Discount Software Group
Don't Ask Software, Inc.
Double-Gold Software
Dr. Software
Dynamic Microprocessor Associates
Educational Courseware
Efficient Management Systems
Emerald Software
End of File, Inc.
Enertec, Inc.
Ensign Software
Epson America, Inc.
Esplanade
E.T. Software Services
Eyring Research Institute, Inc.
Futura Software, Inc.
FYI, Inc.
Allen Gelder Software
Gnosis, Inc.
Gosub International
Gryphon Microproducts
Heath/Zenith Data Systems Corporation
Hewlett Packard
High Country Microsystems
Highlands Computer Services
Holliday Software
IBM Corporation
Info Pro/The Perchwell Corporation
Integron Systems
Intelligent Devices, Inc.
Intelligent Systems Corporation
Interface Technology
Interpro Corporation
IOTC, Inc.
ISE
IVANCO
Johnson Telecommunications
Joseki Computer Corporation
K & H Software Systems
Kilo Corporation
Kinetic Designs
Lamar Instruments
Link Systems
Logical Systems, Inc.
MainData
Mark Data Products
Masterworks Software, Inc.
Meta Software, Inc.
Micro-Ap, Inc.
Micro Craft Systems, Inc.
Micro Moonlighter
MicroProducts
Micro Pro Systems
Micro-SPARC Systems
Microstuf, Inc.
Micro Systems Technology
MicroTech Exports
Micro Ware Distributing, Inc.
MISOSYS
Modtec
Mountain View Press, Inc.
Mumford Micro Systems
Muse Software, Inc.
Newline Software
NF Systems, Ltd.
North Star Computers, Inc.
Omega Enterprises
Omega Information Systems
Omega Microware
Omikron Systems
Oppenheimer Software
Osborne Computer Corporation
Pathways
Peachtree Software, Inc.
Petted Micro Systems
Phase Zero, Ltd.
Phoenix Digital Corporation
Picur Software
PowerSoft
Practical Programs
Pretzel Land Software
Pro-80 Systems
Quality Systems Development
Quantum Information Systems
R & B Computer Systems, Inc.
Rainbow Computing, Inc.
RAK Electronics
S.A.I.L. Systems
Howard W. Sams & Company, Inc.
6502 Program Exchange
Smart Ware
Sof/Sys, Inc.
Softbyte Computing
Softtech Microsystems, Inc.
SoftSide Publications, Inc.
Software Concepts
The Software Connection
The Software Federation, Inc.
The Software Group
Softwarehouse International
The Software Plantation
Software Street
The Software Toolworks
Software Wizardry, Inc.
The Software Works, Inc.
Softworks, Ltd.
Southern Computer Systems, Inc.
Southwest Computer Center
Southwest EdPsych Services, Inc.
Spectral Associates
Starside Engineering
Stellation II
Stok Software, Inc.

Sunflower Software, Inc.
Superior Graphic Software Products
Swift Software, Inc.
Synapse Software
T & E Associates, Inc.
Tarbell Electronics
Teach Yourself by Computer Software
Technical Products Company
TMO Software, Inc.
Unicomm, Inc.

Unique Automation Products
United Microware Industries, Inc.
United Software of America
University Consultants
Vital Information, Inc.
Western Digital Corporation
Western Wares
Westico, Inc.
West Side Electronics, Inc.
Zenith Data Systems



Cross-Index of Different Operating Systems and Hardware

All Systems:

American Small Business Computer
A.N.A.L.O.G.
Applied Information Dynamics
Ashton Tate
CE Software
CFI
Control Data Publishing
Datasoft, Inc.
Data Systems of Baton Rouge
Designer Software
The Discount Software Group
Dorsett Educational Systems, Inc.
Scott Foresman & Company
FYI, Inc.
Gambler's Edge Computing
IOTC, Inc.
ISE
Mercator Business Systems
Micromation, Inc.
Micronetics, Inc.
Mini Business Systems
Mission Computers
Newline Software
Northwest Analytical, Inc.
Pansophics, Ltd.
Program Design, Inc.
Quick Tax, Ltd.
Realty Software Company
The Software Federation, Inc.
The Software Works, Inc.
Sublogic Corporation
Sunburst Communications
SuperSoft, Inc.
T & E Associates, Inc.
tiny c associates
Type-Share, Inc.
United Software of America
Vital Information, Inc.
Westico, Inc.

Altos:

Adler Computer Technology
Consultant Systems, Inc.
Datamatics Management Services
Datamed Research, Inc.
Discovery Games
Farmer and Associates
MainData
Omni Systems, Inc.
Realty Software Company
S.A.I.L. Systems

Apple:

ABC Computers
Advanced Business Technology
AGS Software
AG-TRONICS Associates
American Business Systems, Inc.
American Computer Development
American Software Corporation
Andent, Inc.
Apple Computers, Inc.
Apple For The Teacher
Artificial Intelligence Research
Artworx Software Company
Atari, Inc.
Automated Management Services
Automated Simulations, Inc.
Avalon Hill Microcomputer Games
Avant-Garde Creations
BCD Associates, Inc.
Beagle Brothers, Inc.
Beaman Porter, Inc.
Bell & Howell Visual Communications
Group
Bertamax, Inc.

- Best Computer Stores, Inc.
Bootstrap Toolkit
Milton Bradley Company
Brain Bank, Inc.
Broderbund Software, Inc.
Broderick & Associates
BudgeCo, Inc.
Business & Professional Software
C & H Video
Cambridge Development Laboratory
Cavri Systems, Inc.
C E Software
CE Software
Child Ware Corporation
Clovis Laboratory Software
Columbia Software
Communitree Group, Inc.
Compu-TATIONS, Inc.
Computer-Advanced Ideas
Computer Assisted Instructions
Computer Barn
Computer Consultants of Iowa, Inc.
Computer House
Computer Products International
Computer Stations, Inc.
Computer Store International
Condor Computer Corporation
Conduit
Consultant Systems, Inc.
Continental Software, Inc.
Counterpoint Software, Inc.
Craftsbury Software
Crane Software, Inc.
Creative Programming, Inc.
Crestwood Micro Systems, Inc.
CTI
Cyberia, Inc.
Cygnus Software
Datamatics Management Services
Datamed Research, Inc.
Datamost
Data Transforms, Inc.
Discovery Games
DLM, Inc.
Don't Ask Software, Inc.
Double-Gold Software
Duosoft Corporation
Earthware Computer Services
Ed-Sci Development
Educational Activities, Inc.
Educational Computing Systems
Educational Courseware
Education Turnkey Systems
Edu-Comp, Inc.
Eduware Services, Inc.
Encyclopedia Britannica Education Company
End of File, Inc.
Entelek
FinCom, Inc.
Free Lance Ink
FutureSoft
GNOSIS, Inc.
G.O.C.I. Software, Inc.
Gooth Software
Great Western Software Company
Gryphon Microproducts
H & H Scientific
H & H Trading Company
Hartley Courseware
Highlands Computer Services
Human Systems Dynamics
Huntington Computing
Ideatech
INSOFT
Interactive Microware
ISA Software, Inc.
IVANCO
J & S Software
Joe Computer
K-12 MicroMedia, Inc.
L & S Computerware
Lamar Instruments
Lightning Software
Link Systems
LPA Tech Corporation
McClintock Corporation
Masterworks Software, Inc.
Math City/Mathware
Math Software
Media Service Concepts, Inc.
Medi-Sim, Inc.
Med Systems/Screenday
Mercer Systems, Inc.
Meta Software, Inc.
Micro-Ap, Inc.
Microcomputer Business Industries Corporation
Microcomputer Investors' Association
Microcomputer Workshop
Micro Craft Systems, Inc.
Micro-Investment Software
Micro Music, Inc.
Micro Power & Light Company
Micro Products
Micro School Programs, Inc.
Micro-SPARC Systems
Microstuf, Inc.
Micro Ware Distributing, Inc.
Milliken Publishing Company
Millionaire Pasttimes
Modular Media
Muse Software, Inc.
Omega Microware
Oppenheimer Software
Orthocade Corporation
Pansophics, Ltd.
PCD Systems, Inc.
Pear Systems Corporation
Phase Zero, Ltd.
Piccadilly Software, Inc.
Picur Software
Professional Medical Software
Psychotechnics, Inc.
Rainbow Computing, Inc.
Reader's Digest Microware Division
Realty Software Company
RE International Systems
Reston Publishing Company, Inc.
Right On Programs

Sensible Software, Inc.
 Sentient Software, Inc.
 Smart Ware
 Sof/Sys, Inc.
 Sofprotex
 Sofstar, Inc.
 Softape/Artsci, Inc.
 Softech Microsystems, Inc.
 SoftSide Publications, Inc.
 Soft Touch
 Softwarehouse International
 The Software Plantation
 Southwest Computer Center
 Southwest EdPsych Services, Inc.
 Spectrum Computers
 Stellation II
 Sterling Swift Publishing Company
 Stoneware, Inc.
 Super Score
 Surveyors' Supply Company
 Synapse Software
 Syncro, Inc.
 Syntauri Corporation
 TCD, Inc.
 TCS Software, Inc.
 Teach Yourself by Computer Software
 Technical Analysis Group
 Teck Associates
 Tensor Technology, Inc.
 Terrapin, Inc.
 T.H.E.S.I.S.
 tiny c associates
 TMQ Software, Inc.
 Type-Share, Inc.
 United Software of America
 University Consultants
 Videx, Inc.
 Vital Information, Inc.
 J. Weston Walch
 Westico, Inc.
 West Side Electronics, Inc.
 Winnebago Software Company
 Wise Owl Workshop

Atari:

Acorn Software Products, Inc.
 Activision, Inc.
 Allen Microware
 Arcade Plus
 Artworx Software Company
 Atari, Inc.
 Automated Simulations, Inc.
 Avalon Hill Microcomputer Games
 Avant-Garde Creations
 Basics and Beyond, Inc.
 Bertamax, Inc.
 Brain Bank, Inc.
 Broderbund Software, Inc.
 BudgeCo, Inc.
 Cambridge Development Laboratory
 Cavri Systems, Inc.
 C E Software
 C.E.L. Programs
 Child Ware Corporation
 Compu-TATIONS, Inc.

Computer Assisted Instructions
 Computer Consultants of Iowa, Inc.
 Computer Store International
 Computer's Voice
 Continental Adventures
 Continental Software, Inc.
 Counterpoint Software, Inc.
 Creative Programming, Inc.
 Datamatics Management Services
 Datamost
 Discovery Games
 Don't Ask Software, Inc.
 Esplanade
 Hartley Courseware
 High Country Microsystems
 Huntington Computing
 Innovative Design Software, Inc.
 ISA Software, Inc.
 JMH Software of Minnesota
 JPR Software, Inc.
 Kinetic Designs
 L & S Computerware
 Lightning Software
 Med Systems/Screenday
 Micro Craft Systems, Inc.
 Milliken Publishing Company
 Millionaire Pasttimes
 Omega Microware
 Optimized Systems Software
 Pretzel Land Software
 RAK Electronics
 Reston Publishing Company, Inc.
 Santa Cruz Educational Software
 Sentient Software, Inc.
 6502 Program Exchange
 Software Street
 Swifty Software, Inc.
 Synapse Software
 Syncro, Inc.
 Tensor Technology, Inc.
 T.H.E.S.I.S.
 TMQ Software, Inc.
 United Microware Industries, Inc.
 United Software of America

Commodore:

Abacus Software
 ABC Computers
 Academy Software
 Artworx Software Company
 Atari, Inc.
 Automated Simulations, Inc.
 Avalon Hill Microcomputer Games
 Avant-Garde Creations
 Briley Software
 Broderbund Software, Inc.
 Cambridge Development Laboratory
 Cascade Computerware Company
 Cavri Systems, Inc.
 CFI
 Channel Data Systems
 Child Ware Corporation
 Comm Data Computer House
 Commodore Business Machines, Inc.
 Computer Assisted Instructions

Computer Barn
 Computer House
 Computer Store International
 Counterpoint Software, Inc.
 Cow Bay Computing
 Creative Programming, Inc.
 Cyberia, Inc.
 Daedalus Digital, Inc.
 Data Equipment Supply Corporation
 Datamatics Management Services
 Datamost
 Discovery Games
 Don't Ask Software, Inc.
 Educational Activities, Inc.
 Eduware Services, Inc.
 Embassy Computer Products
 Emerald Software
 Execom Corporation
 Gosub International
 Great Western Software Company
 ISA Software, Inc.
 Jini Micro Systems, Inc.
 JMH Software of Minnesota
 Kilo Corporation
 Kinetic Designs
 K-12 MicroMedia, Inc.
 Lightning Software
 Luna Software
 Micro-Ap, Inc.
 Microcomputer Workshop
 Micro Craft Systems, Inc.
 Micro-Ed, Inc.
 Micro Learningware, Inc.
 MicroSpec, Inc.
 Milliken Publishing Company
 Millionaire Pasttimes
 MIS
 Modtec
 Omega Microware
 Oppenheimer Software
 Orion Software
 Petted Micro Systems
 RAK Electronics
 Reston Publishing Company, Inc.
 Sentient Software, Inc.
 Softech Microsystems, Inc.
 Software Wizardry, Inc.
 Surveyors' Supply Company
 Terrapin, Inc.
 T.H.E.S.I.S.
 tiny c associates
 TMQ Software, Inc.
 Type-Share, Inc.
 United Microware Industries, Inc.
 United Software of America

CP/M:

Aardvark Software, Inc.
 ABC Computers
 Ackerman Digital Systems
 Advanced Micro Techniques
 AGS Software
 AG-TRONICS Associates
 American Computer Development
 Applied Business Software

Artificial Intelligence Research
 Aspen Software Company
 Bear Computer
 Best Computer Stores, Inc.
 Cambridge Development Laboratory
 Cawthon Scientific Group
 CE Software
 CFI
 Civil Engineering Software
 Computer Accounting Consultants
 Computer Assisted Instructions
 Computer Barn
 Computer Innovations, Inc.
 Computer Products International
 Condor Computer Corporation
 Construction Data Control, Inc.
 Consultant Systems, Inc.
 Contex Systems
 Continental Software, Inc.
 Cornerstone Software
 Cougar Mountain Software, Inc.
 Countryside Data, Inc.
 CPA Software & Systems
 Cybernetics, Inc.
 Data Access Corporation
 Data Base Research Corporation
 Data Processing Consultants
 M. C. Decker, Inc.
 Designer Software
 Dickens Data Systems
 Digital Marketing Corporation
 DISCO-TECH
 Discovery Games
 Downeast Digital
 Dr. Software
 Dynamic Microprocessor Associates
 Efficient Management Systems
 Elliam Associates
 End of File, Inc.
 Engineering Analysis Software
 Epic Computer Products, Inc.
 E.T. Software Services
 E-Z Software
 FinCom, Inc.
 Fox & Geller, Inc.
 Steven Francesco Enterprises, Inc.
 Fraser Computer Company
 FutureSoft
 FYI, Inc.
 Great Western Software Company
 Gryphon Microproducts
 H & E Computronics, Inc.
 Hawkeye Grafix
 Holliday Software
 Information Systems of Arkansas
 Institute for Scientific Analysis
 Intelligence
 Intelligent Systems Corporation
 International Computer Products
 IVANCO
 Johnson Telecommunications
 John Jones Micro Systems
 Laboratory Computer Systems, Inc.
 Laboratory Microsystems
 Leapac Services

Lexisoft, Inc.
 Libra Laboratories
 McClintock Corporation
 Macrotronics, Inc.
 Medfield Computer Software
 Metasoft Corporation
 Micro-Ap, Inc.
 Micro Computer Management
 Micro Craft Systems, Inc.
 Micro Data Business Forms and Systems
 Microgram Systems Group
 Micro Information Systems, Inc.
 Micro-Investment Software
 Micro Manufacturing Systems, Inc.
 Micromation, Inc.
 Micro Moonlighter
 Micronetics, Inc.
 Micropi
 Micro Star Computers
 Micro Systems Technology
 MicroTech Exports, Inc.
 Mi Kom Business Systems, Inc.
 Mini Business Systems
 Newline Software
 North American Mica, Inc.
 North Bay Systems
 North Star Computers, Inc.
 Omega Enterprises
 Omni Systems, Inc.
 Orthocade Corporation
 Oset Microcomputer Systems
 Panatec, Inc.
 Pansophics, Ltd.
 Pathways
 Peachtree Software, Inc.
 Plus Computer Technology, Inc.
 Quick Tax, Ltd.
 R & B Computer Systems, Inc.
 Realty Software Company
 Reichert Digital Systems
 RE International Systems
 Softronix
 The Software Connection
 The Software Establishment
 The Software Federation, Inc.
 The Software Group
 Softwarehouse International
 The Software Store
 Southern Computer Systems, Inc.
 Southwest Computer Center
 Standard Micro Systems, Inc.
 Stok Software, Inc.
 Sunflower Software, Inc.
 SuperSoft, Inc.
 Sycom
 Syntax Corporation
 Tarbell Electronics
 tiny c associates
 Type-Share, Inc.
 Unicomm, Inc.
 Unique Information Systems, Inc.
 Universal Software Studios
 Vital Information, Inc.
 J. Weston Walch
 Weller & Associates

Western Digital Corporation
 Western Wares
 Westico, Inc.

Cromemco:

Ackerman Digital Systems
 Cromemco, Inc.
 Datamed Research, Inc.
 MainData
 S.A.I.L. Systems

DEC:

Cavri Systems, Inc.
 Computer Accounting Consultants
 Computer Mathware
 Contel Information Systems
 Datamed Research, Inc.
 Enterprise Computer Systems
 Information Unlimited Software
 Intelligent Devices, Inc.
 Intelligent Software Systems
 Oppenheimer Software
 Quantum Information Systems
 Rainbow Computing, Inc.
 S.A.I.L. Systems
 Sofprotex
 TCS Software, Inc.

Epson:

Cyberia, Inc.
 Epson America, Inc.
 Sentient Software, Inc.
 Spectrum Computers

Heath/Zenith:

American Software Corporation
 Heath/Zenith Data Systems Corporation
 Interface Technology
 S.A.I.L. Systems
 The Software Toolworks
 Software Wizardry, Inc.
 Sunflower Software, Inc.
 TCS Software, Inc.
 Zenith Data Systems

Hewlett Packard:

Computer Mathware
 Datamatics Management Services
 Hewlett Packard
 Joseki Computer Corporation
 Micro-Ap, Inc.
 S.A.I.L. Systems
 Softech Microsystems, Inc.
 Surveyors' Supply Company
 TCS Software, Inc.

IBM:

ABC Computers
 Accountants Microsystems, Inc.
 Acorn Software Products, Inc.
 Activision, Inc.
 Advanced Business Technology

- AGS Software
A I M
American Business Systems, Inc.
Aspen Software Company
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Automated Management Services
Automated Simulations, Inc.
Avalon Hill Microcomputer Games
Avant-Garde Creations
Bard Software
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Bit 3 Computer Corporation
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Broderick & Associates
Business & Professional Software
Cavri Systems, Inc.
C.E.L. Programs
CFI
CGRS Microtech, Inc.
Civil Engineering Software
Clovis Laboratory Software
Comprehensive Software
Compu-TATIONS, Inc.
Computech
Computer Accounting Consultants
Computer-Advanced Ideas
Computer Age
Computer Barn
Computer Mathware
Computer Shack
Computer Solutions, Inc.
Computer Store International
ComSoft
Condor Computer Corporation
Conduit
Consultant Systems, Inc.
Context Management Systems, Inc.
Continental Software, Inc.
Counterpoint Software, Inc.
Craftsbury Software
Crestwood Micro Systems, Inc.
CTI
Custom Data
Cyberia, Inc.
Data*Easy
Datamatics Management Services
Datamed Research, Inc.
Datamost
Data Transform, Inc.
DB Software, Inc.
Decision Support Software, Inc.
Digital Equipment Corporation
Digital Marketing Corporation
DuoSoft Corporation
Educational Computing Systems
Education Turnkey Systems
Eduware Services, Inc.
Efficient Management Systems
End of File, Inc.
Ensign Software
Enterprise Computer Systems
E-Z Tax Computer Systems
FinCom, Inc.
William A. Fink Company
Fox & Geller, Inc.
Gambler's Edge Computing
GNOSIS, Inc.
H & H Scientific
Hartley Courseware
Human Systems Dynamics
IBM Corporation
Information Unlimited Software
Innovative Software, Inc.
INSOFT
Institute for Scientific Analysis
Intelligence
Intelligent Software Systems
Interface Technology
ISA Software, Inc.
J & S Software
Jini Micro Systems, Inc.
Joe Computer
Johnson Telecommunications
Joseki Computer Corporation
Laboratory Microsystems
Lightning Software
Link Systems
Logical Systems, Inc.
Management Services
Masterworks Software, Inc.
Media Service Concepts, Inc.
Medi-Sim, Inc.
Meta Software
Micro-Ap, Inc.
MicroComputer Investors' Association
Microcomputer Workshop
Micro-Investment Software
Micro Learningware, Inc.
Micro Manufacturing Systems
Micro Power & Light Company
Microstuf, Inc.
Milliken Publishing Company
Millionaire Pasttimes
Modtec
Morgan Technical Corporation
Muse Software, Inc.
NF Systems, Ltd.
Omega Microware
Omni Systems, Inc.
Oppenheimer Software
Orion Software
Orthocade Corporation
PAC Corporation
Pansophics, Ltd.
Picur Software
Plus Computer Technology, Inc.
Portable Software, Inc.
Professional Medical Software
Psychotechnics, Inc.
Quality Systems Development
Rainbow Computing, Inc.
Reader's Digest Microware Division
Reston Publishing Company, Inc.
Right On Programs
Rocky Mountain Software Systems

Rollins Medical/Dental Systems
 S.A.I.L. Systems
 Howard W. Sams & Company, Inc.
 Sensible Software, Inc.
 Sentient Software, Inc.
 Smart Ware
 Sof/Sys, Inc.
 Sofstar, Inc.
 Softech Microsystems, Inc.
 The Software Toolworks
 Software Wizardry, Inc.
 Starside Engineering
 Sterling Swift Publishing Company
 Stoneware, Inc.
 Synapse Software
 TCD, Inc.
 TCS Software, Inc.
 Technical Analysis Group
 Type-Share, Inc.
 Unique Automation Products
 J. Vilkaitis Consultants
 Vital Information, Inc.
 Westico, Inc.
 Windham Software, Inc.
 Winnebago Software Company

MP/M:

Advanced Micro Techniques
 Applied Business Software
 Cougar Mountain Software, Inc.
 Data Access Corporation
 M. C. Decker, Inc.
 Dickens Data Systems
 DISCO-TECH
 FYI, Inc.
 Johnson Telecommunications
 Lexisoft, Inc.
 Metasoft Corporation
 Micro Data Business Forms and Systems
 Micro Manufacturing Systems
 Micronetics, Inc.
 Omni Systems, Inc.
 Realty Software Company
 Southern Computer Systems, Inc.
 Western Digital Corporation

MS-DOS:

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 Agri-Data
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 Automated Simulations, Inc.
 Bard Software
 Bear Computer
 Bell & Howell Visual Communications
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 Cawthon Scientific Group

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 Computer-Advanced Ideas
 Computer Age
 Computer Innovations, Inc.
 Computer Mathware
 Cornerstone Software
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 D & M Software
 DB Software, Inc.
 Data Access Corporation
 Data Processing Consultants
 Decision Support Software, Inc.
 M. C. Decker, Inc.
 Design Solution, Inc.
 Digital Marketing Corporation
 DISCO-TECH
 Dr. Software
 Duosoft Corporation
 Education Turnkey Systems
 Enertec, Inc.
 Ensign Software
 FinCom, Inc.
 Fox & Geller, Inc.
 Fraser Computer Company
 FutureSoft
 FYI, Inc.
 Allen Gelder Software
 Great Western Software Company
 H & E Computronics, Inc.
 Hawkeye Grafix
 Illustrated Memory Banks
 Innovative Software, Inc.
 Institute for Scientific Analysis
 Intelligent Software Systems
 Johnson Telecommunications
 Joseki Computer Corporation
 Laboratory Microsystems
 Lexisoft, Inc.
 Logical Systems, Inc.
 Lynn Computer Services
 The Management
 Medi-Sim, Inc.
 Metasoft Corporation
 Meta Software, Inc.
 Micro Computer Management, Inc.
 Microcomputers Corporation
 Micro Manufacturing Systems
 Micro School Programs, Inc.
 MicroSoftware International
 Micro-SPARC Systems
 MicroSpec, Inc.
 Micro Ware Distributing, Inc.
 Millionaire Pasttimes
 MISOSYS, Inc.
 Muse Software, Inc.
 North Bay Systems
 Omega Enterprises
 Orion Software
 Peachtree Software, Inc.
 Pear Systems Corporation
 Petted Micro Systems
 Plus Computer Technology, Inc.

Reichert Digital Systems
Howard W. Sams & Company, Inc.
Simplified Software
The Software Group
The Software Store
Southern Computer Systems, Inc.
Spectral Associates
Stok Software Inc.
SuperSoft, Inc.
Syntax Corporation
Technical Products Company
Type-Share, Inc.
Western Digital Corporation

NEC:

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Datamed Research, Inc.
Realty Software Company
S.A.I.L. Systems
TMQ Software, Inc.

North Star:

Ackerman Digital Systems
Adler Computer Technology
C.E.L. Programs
Education Turnkey Systems
Johnson Telecommunications
North Star Computers, Inc.
Oppenheimer Software
Realty Software Company
Southwest Computer Center
TCS Software, Inc.

Oasis (OS-DOS):

Ackerman Digital Systems
Anchor Systems
Ashton Tate
CCS Computer Business Systems, Inc.
Computer Systems Consultants
Cosmos Computers, Inc.
Cybernetics, Inc.
Farmer and Associates
Great Western Software Company
Integron Systems
Intercare Systems, Inc.
Lexisoft, Inc.
MainData
Nola Data Systems, Inc.
Omni Systems, Inc.
Program Design, Inc.
Quantum Information Systems
Real-Soft Systems, Inc.

Osborne:

Computer Accounting Consultants
Consultant Systems, Inc.
Datamatics Management Services
Datamed Research, Inc.
Educational Computing Systems
Osborne Computer Corporation
Realty Software Company
Rocky Mountain Software Systems

S.A.I.L. Systems
The Software Toolworks
TMQ Software, Inc.

Texas Instruments (TI):

Atari, Inc.
Automated Management Services
Avant-Garde Creations
Briley Software
Computalker Consultants
Creative Programming, Inc.
Datamed Research, Inc.
Efficient Management Systems
Eyring Research Institute, Inc.
Futura Software, Inc.
Information Unlimited Software
Intelligent Software Systems
ISA Software, Inc.
JMH Software of Minnesota
Milliken Publishing Company
Millionaire Pasttimes
Mise Software, Inc.
Orion Software
RAK Electronics
Softech Microsystems, Inc.
Surveyors' Supply Company
TCS Software, Inc.
Texas Instruments, Inc.
T.H.E.S.I.S.

Timex/Sinclair:

Cleva ComputerWare
Frog Software Company
Gambler's Edge Computing
JPR Software, Inc.
Reston Publishing Company, Inc.

TRS:

Acorn Software Products, Inc.
AGS Software
Alphanetics
Alternate Source
American Small Business Computer
Armadillo International Software
Bob Baker—Computer Instructor
Bap\$ Software
Barstrann Corporation
Basics and Beyond, Inc.
Best Computer Stores, Inc.
Brain Bank, Inc.
B. T. Enterprises
CE Software
Chase Data Systems
Citation Group, Inc.
Cload/Chromasette
Color Software Services
Computech
Computer Consultants
Computer Consultants of Iowa, Inc.
Compuware Corp.
Comtronic
Condor Computers Corp.
Contex Systems

Continental Software
 Custom Data
 D & M Software
 Datamed Research, Inc.
 DB Software, Inc.
 Design Solution, Inc.
 Discovery Games
 Downeast Digital
 Duosoft Corp.
 Educational Activities, Inc.
 Educational Programs
 Educational Software & Design
 Eltech Associates
 Encyclopedia Britannica
 Education Company
 End of File, Inc.
 Engineering Analysis Software
 Epic Computer Products, Inc.
 E-Z Software
 E-Z Tax Computer Systems
 Allen Gelder Software
 Gryphon Microproducts
 Hartley Courseware
 Holliday Software
 Illustrated Memory Banks
 Information Systems of Arkansas
 Institute for Scientific Analysis
 Integron Systems
 Intelligent Devices
 Inter & Action
 International Computer Products
 Interpro Corp.
 IPC Datadiet
 J & S Software
 JMH Software of Minnesota
 Joe Computer
 Johnson Telecommunications
 K & H Software Systems
 K-12 MicroMedia, Inc.
 Libra Laboratories
 Lynn Computer Services
 The Management
 Management Services
 Management Systems Software, Inc.
 Mark Data Products
 Medfield Computer Software
 Mercer Systems, Inc.
 Micro-Ap, Inc.
 MicroComputer Investors' Association
 Microcomputer Workshop
 Micro-80, Inc.
 Micro-Labs, Inc.
 Micro Manufacturing Systems
 Micro Moonlighter
 Micro Pro Systems
 Micro School Programs, Inc.
 MISOSYS, Inc.
 Mission Computers
 Modtec
 Mumford Microsystems
 Omikron Systems

Omni Systems, Inc.
 Oset Microcomputer Systems
 Pansophics, Ltd.
 PCD Systems, Inc.
 Plus Computer Technology, Inc.
 PowerSoft
 Practical Programs
 Pro-80 Systems
 Realty Software Co.
 RE International Systems
 S.A.I.L. Systems
 SCDC
 Simplified Software
 Softbyte Computing
 Softech Microsystems, Inc.
 Software Concepts
 Softwarehouse International
 Southern Computer Systems, Inc.
 Spectral Associates
 Standard Micro Systems, Inc.
 Stellation II
 Sterling Swift Publishing Co.
 Storybooks of the Future
 Superior Graphic Software Products
 Sycom
 Systems Design Lab
 Teach Yourself by Computer Software
 tiny c associates
 Transformation Technologies
 Type-Share, Inc.
 Weller & Associates
 Westico, Inc.
 Windham Software, Inc.
 Wise Owl Workshop

UCSD-Pascal:

Aardvark Software, Inc.
 Clovis Laboratory Software
 Context Management Systems, Inc.

Wang:

Business & Professional Software
 Enterprise Computer Systems
 Information Unlimited Software
 Micro Systems Technology

Xerox:

ABC Computers
 American Business Systems, Inc.
 CE Software
 Condor Computer Corporation
 End of File, Inc.
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 Omega Information Systems
 The Software Toolworks
 Tarbell Electronics
 Vital Information, Inc.
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Actual responses from leaders in the software industry tell you exactly what kind of programs they're eager to buy. **The Software Writer's Marketplace** explains, step by step, just how to get your share of today's lucrative software royalties.

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- Research the market — and come up with new software to fill existing needs.
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- Transform a program that's merely functional into software that's truly salable.

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Step 3. Connect with the companies most likely to buy your software. This book tells precisely:

- Which target companies are most likely to want your software.
- When — and when not — to employ multiple submissions.
- How to write a query letter that's sure to get a reply.
- Why gimmicks can catch buyer's attention — but professionalism cinches the sale.
- How to read a software contract — and the important provisions that make sure you get what you deserve.

A special chapter, written by a corporate lawyer, offers invaluable, up-to-the-minute copyright advice on protecting both your software and its printed documentation. Packed with uniquely practical data, **The Software Writer's Marketplace** is the only hands-on guide you need to interface with North America's most aggressive — and generous — software buyers.

THE SOFTWARE WRITER'S MARKETPLACE

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